

STUFF HAPPENS

and then you fix it!

N E W S L E T T E R

***“It isn’t
what
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to you
that’s
important.
It’s how
you
respond
to what
happens.*”**

**John Alston
and
Lloyd Thaxton**

A REALITY RULE TO STEER YOUR LIFE BACK IN THE RIGHT DIRECTION

Harry was very successful, lived well, and had all of the latest high tech accoutrements, games and software.

He had just made the down payment on a million-dollar home, a piece of cake for Harry. After all, his personal stock portfolio was climbing at a fantastic rate and he was on his way to becoming a rich man. He was the top computer whiz at sureshotshot.com.



JOHN ALSTON

His future was bright; the sky was the limit. Then stuff happened. Without notice, he was given notice. The business tanked and the doors to sureshotshot.com were locked for good. The light at the end of the tunnel turned out to be a speeding train. Harry’s personal stock plummeted from \$95

a share to fifty cents.

This shook Harry to the core, especially when he realized he had nowhere to go. He was no longer needed.

“Why me?” asked Harry, “What did I do wrong?”

The truth? Harry did nothing wrong. In fact, he had done everything right! Why should life be such a struggle, now?

REALITY RULE #1 WISE UP, STUFF HAPPENS

And when it does, we are suddenly thrown into the position of “fixing” the problem.

But be mindful that it isn’t what happens to you that’s important. It’s how you respond to what happens.

Also, realize that there is good stuff that happens as well. Being grateful for this good stuff on a daily basis provides a good balance, and prevents us from the consequences of worrying all the time about the bad stuff. (Say “Why me?” when good stuff happens too!).

The human spirit is indomitable, and within it all, the sun continues to rise and set. The stars still come out. Flowers bloom and bees make honey. Birds sing, fly and look beautiful.

“Fixing it” is about rebounding as fast as possible. Harry’s job loss is just one of a million things that can and do happen to people every day.

All of this stuff is the catalyst for change in our lives.

CONTINUED INSIDE

S T U F F H A P P E N S

What readers are saying about

STUFF HAPPENS and then you fix it!

A BOOK FOR THESE TIMES AND ALL TIMES

"Stuff Happens" is the perfect book for these times. When there is so much uncertainty and anxiety in the world this message relates a sense that things do work out and we're not alone with our issues.

ON THE WAY TO TUCSON

"I read this book on a plane to Tucson. Loved It! Wish I had had a guide like this 57 years ago when I started Northwestern University! It also occurred to me that "Stuff Happens" will make a great text for training the 50 sales persons in our four "La-Z-Boy Furniture Galleries." We spend a lot of time on product knowledge and sales techniques. "Stuff Happens," with its wonderful natural breaks to "make a list" or "walk around the room" and its clear summary of each point, will be an ideal text to follow to help get across the kind of attitude we expect from our sales force in handling all the "Stuff" that happens on a retail floor."

WE READ NOT TO BE ALONE

"Although my title for this brief review is a quote from 'Shadowlands,' this book is a dispeller of shadows. It reminded me of what is important, that the big picture is made up of many smaller ones — in this case nine 'Reality Rules' that helped me get my life back on track. While its philosophy is homely, it's not un-pretty. It's beautiful, as in down-home honest."

I READ IT AND GOT IT! YOU SHOULD GO READ IT!

"What a great book that was inspirational and fun to read. Sometimes I get off track and need a reality check. This is a fabulous book just for that purpose. The authors have done a terrific job of summarizing nine important rules I believe we sometimes forget to live by. Especially 'Doing what doesn't work, doesn't work.' You must read that! I thought I already knew this stuff until I read this book. If you don't have an epiphany after reading this, your kids or your mate sure will — I just bought six more copies to give to people in my life that really matter and even two for the knuckle-heads I work with who don't matter, but should! I laughed till I cried and cried till I laughed and have posted the rules in my office. Nine cheers for the authors. Thanks, guys!

AMAZING!

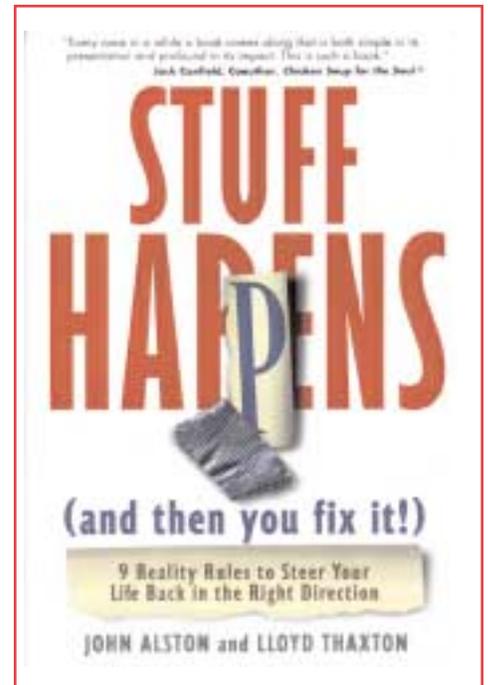
"I read this on a plane the other day and was floored by the insight that these two authors have. Yes, 'Stuff' does happen to us all — death in the family, loss of job and other major and minor catastrophes. Heck, even good 'Stuff' happens to us. But how do you deal with these events? That's the key. Thank you both for writing such a wonderful little book. It gets my highest recommendation."

A MUST-READ!

"Stuff Happens (and then you fix it!) is an engaging inspirational book that will help you deal with life's rough spots and teach you how to turn them into positive, personal growth opportunities. The nine reality rules that Alston and Thaxton present to the reader are easy to understand and filled with so much insight and truth. This book is a must-read for anyone who has had tough times in their life. It will motivate you and inspire you to think in a new way."

GREAT PICK-ME-UP BOOK

"I bought this book on a whim and was surprised to find a book filled with great motivational advice. It really coached me in dealing with issues at work and at home without sounding corny. A really fun, easy read."

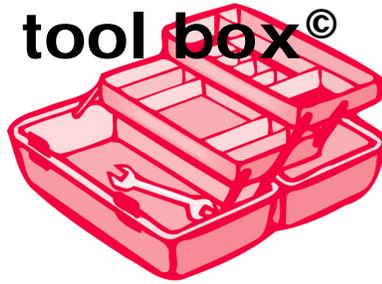


"What a great book that was inspirational and fun to read. Sometimes I get off track and need a reality check. This is a fabulous book just for that purpose."

**Reader review
on Amazon.com**

The STUFF HAPPENS tool box[®]

Look for ways to apply the tools daily by remembering that problems in living never go away. We either get better at solving them or we don't. Use the Knowledge Recipe to work through the problem.



THE KNOWLEDGE RECIPE = FACTS, SKILLS/TECHNIQUES, THINKING

STUFF HAPPENS: Sudden Unemployment

FACTS: You lost your job, or it looks like it you may be losing it. You may be angry, and scared; put the energy of fear, and anger into constructive action. No one can achieve anything alone, so affirm these facts:

- I am here
- I have ability
- I have resources.
- Be mindful of and use what you have — remember, no challenge is bigger than you are.

SKILLS/TECHNIQUES: • Get up early, exercise, eat a meal or have coffee as if you are going to your old job.

- Go to www.layoffsurvivalguide.com.
- Join an industry association.
- Volunteer to do something.
- Let people know how to get in touch with you during your transition.
- Contact some of your former co-workers. Send them articles of common interest, bid them well and tell them you're looking forward to getting with them soon.
- Talk to everyone you know associated with your industry. Set up meeting opportunities...breakfast, lunch, golf dates.
- Take some seminars or workshops.

Learn how to send your resume so it works for you. Check out www.eresumes.com, www.monster.com, www.flipdog.com. Connect with executive recruiters. Use a job search agent such as the job hunter on www.flipdog.com.

- Read books: *Fired, Downsized or Laid-Off: What Your Employer Doesn't Want You to Know* (Alan Sklovar); *Jobs, Rights & Survival Strategies: A Handbook for Terminated Employees* (Paul Tobias).

THINKING: Set up a mindset that prepares you for doing the work. Unemployed doesn't mean that you have no work to do in the morning. You may not get the same kind of work you had before, but the skills you've cultivated and developed will serve in what may be a new field or a variation of the one you just left.

A REALITY RULE

CONTINUED FROM FRONT

Second, you have ability, and you were not put here to merely suffer, struggle, fail and die. Third, you have access to resources.

We can find a way over, under, around and through any

possible stuff. No problem is bigger than you are.

Strive to distinguish between that which is a true problem and that which is a mere inconvenience. Moaning, groaning, crying and complaining only makes you look child-

ish in the face of stuff. Take the bull by the horns, and deal with it with grace, style and maturity!

— Excerpted from the book *STUFF HAPPENS (and then you fix it!)* by John Alston and Lloyd Thaxton. © 2003

"Relationships sour, jobs are lost, and accidents occur, but remember that STUFF is the catalyst for change in our lives."

**John Alston
and
Lloyd Thaxton**



JOHN'S KEYNOTE PRESENTATIONS FOR CORPORATE MEETINGS, SPECIALTY GROUPS AND ASSOCIATIONS

STUFF HAPPENS and then you fix it!

John Alston
Presents:
Stuff Happens and
Then You Fix It
Newsletter

is published quarterly.
If you have comments,
know someone who
would like to be added
to our mailing list, or
want more information
about John's programs,
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Visit John's web site:
www.johnalston.com

With humor and style, John motivates, inspires and instructs, while infusing a spirit that encourages people to apply character, decency and common sense when "Stuff Happens."

John Alston stresses accountability, personal performance and a no-more-excuses approach for dealing with changes, challenges, and contingencies in programs on change management, customer service, sales, leadership, and personal and professional development.

Please visit John's website at www.johnalston.com for specific information about a program that meets your needs.

JOHN'S CLIENTS INCLUDE:

- Taco Bell
- United States Army
- G&K Services
- International Customer Service Association
- United States Marine Corps
- American Logistics Association
- Bass Hotels and Resorts, Inc.
- American Society of Association Executives
- Sun America
- California Medical Association
- Society of Consumer Affairs Professionals
- Wells Fargo Bank
- Credit Managers Association
- Americal General Finance
- American Correctional Association
- Sara Lee Corporation
- Washington State School Directors Assn.
- Pfizer
- Sprint
- Arizona Association of School Boards
- Laborers International Union
- Meeting Professionals International
- National Federation of State High School Associations
- Office Depot
- American Dental Association
- National Association of Student Councils
- Provident Bank
- Nevada Bell
- Association of California School Administrators
- The Hartford
- Coko's/Carrows
- PriceWaterhouseCooper
- Southern Association of Colleges and University Business
- American National Credit Union Administration Restaurants
- UAW-Ford Motor Co.
- Vitech Systems
- Humana, Inc.
- Wells Fargo
- Massachusetts Hospital Association
- Jack in the Box, Inc.
- Bank of America
- California Department of Education
- National Wellness Institute
- Institute of Real Estate Management
- Michigan Reading Association
- St. Jude Hospital
- AXA Advisors
- Society of Government Meeting Professionals
- Quad Graphics
- Clorox
- McDonald's Corp.
- AT&T
- Course Technology
- Proline International
- Seattle Study Club

