PART TWO

WINNING BEGINS AT HOME



ACTIVATION GUIDE

You might not consider your marriage, family, or homelife as a "competition" in the same way baseball games or sales targets are. But you *are* competing—every single day—and the competition is against your former self. Are you a better spouse than you were yesterday? Are you a more loving parent than you were last year? Are you a better sibling, friend, son, or daughter than you were in the past? As you muster the courage to answer these questions, you need to put a strategy in place. One of the first lessons Willie taught John was, "A strategy is needed any time you compete."

The following Activation Guide should serve as a framework for this strategy, guiding you to create a blueprint, like John, to build the life you want.

A few important things to note:

- ◆ Transformation won't happen overnight. In fact, the *end* of this story was just the *beginning* of John's journey to winning at home. The process to loving first and living last will take daily dedication, persistent patience, and a commitment to progress over perfection.
- You must start where you are. Be honest as you work through the guide and vulnerable as you confront the cracks in the foundation of your homelife. Remember, while you must start where you are, you don't have to stay there.

Anybody can do it! Winning at work and at home isn't impossible. There is no secret key or superhero skill needed. It simply requires a commitment to the strategy you are about to create so you can confidently say the people who know you the best love you the most.

Let's get started!

Winning Begins at Home Assessment

For the following questions, think carefully and circle the answer that best describes your current behavior.

1. I demonstrate my love for those closest to me rather than only saying it.

Never Rarely Sometimes Frequently Always

I control my words, tone, and volume even when I am angry, stressed, or upset.

Never Rarely Sometimes Frequently Always

When disputes arise, I give my loved ones the benefit of the doubt.

Never Rarely Sometimes Frequently Always

4. I sacrifice my own desires if it means a loved one will benefit.

Never Rarely Sometimes Frequently Always

5. I serve others without expecting anything in return.

Never Rarely Sometimes Frequently Always

6. I add, rather than extract, value at home.

Never Rarely Sometimes Frequently Always

7. I lead by setting a positive, integrity-based example for my household.

Never Rarely Sometimes Frequently Always

8. I strive to improve who I am as a leader at home and assess myself frequently.

Never Rarely Sometimes Frequently Always

 I devote time to working toward the vision of the life I am trying to build.

Never Rarely Sometimes Frequently Always

I work hard not to overreact and make a big deal out of small things.

Never Rarely Sometimes Frequently Always

 I know what I can control in my home life and work toward dominating these areas.

Never Rarely Sometimes Frequently Always

After work, my family gets the best of me rather than the rest of me.

Never Rarely Sometimes Frequently Always

WINNING BEGINS AT HOME ASSESSMENT

13. My calendar reflects that I prioritize the people I love the most.

Never Rarely Sometimes Frequently Always

14. My behaviors align with my values when it comes to how I treat my loved ones.

Never Rarely Sometimes Frequently Always

15. When I see a need at home, I meet that need.

Never Rarely Sometimes Frequently Always

Note any items where you circled *Sometimes*, *Rarely*, or *Never*. Remember, the purpose of this assessment is to bring awareness to where you need to improve before you move into developing your blueprint.

The Prerequisites

Now it's time to create the blueprint for the life you want, which begins with laying the groundwork.

As John did, you must **Define What** and **Decide Why**.

In the story, Willie said, "If you can define what kind of family you want and decide why you want to have a family, you will be perfectly positioned to win at home." The goal is to win consistently. With your blueprint in place, your efforts toward the vision will be **strategic instead of sporadic**!

DEFINE WHAT

Think about *what* the vision of your family looks like. These could be abstract *whats* (like John's concept of a family with unconditional love and one that "likes each other as much as we love each other") or more tangible *whats* (such as a family who sits down for dinner

together every night, or one with members who show up to support one another's events).

What does the family you want look like? Take time to picture it; put yourself there.

On the next page, label the blueprint with your family name and then write down what you see.

Remember, you can come back to this blueprint, edit it, add on to it, and so forth. Don't feel pressured to envision your ideal family in one sitting!

Family Blueprint

Last Name:		

What are three things you can do this week to move
toward the life you have envisioned?
What are three things you can do this month to move toward the life you have envisioned?
What are three things you can do this year to move toward the life you have envisioned?

FAMILY BLUEPRINT

DECIDE WHY

What is your motivation to build the family you		
described on the preceding pages? If you don't have a		
driving force, a change in your actions is unlikely. Johr		
desired joy, fun, and serving others, but only you can		
come up with your own personal motivations. So what		
is your family why?		

Great! You have **Defined What** and **Decided Why** (or at least started the ball rolling).

As you build on your blueprint and undertake the actions you listed on page 136 in the next week, month, and year, it's also critical to find your mentor. Who will you learn from? Who will hold you responsible for sticking to your strategic plan? These roles may be fulfilled by the same person, or you may find various people to serve as a coach, mentor, counselor, and/or accountability partner.

Think of a few now.

Who are a few people who serve in the same role as you in life (for example, an executive and a mother, or another teacher who is also the father of toddlers) but you think do it *better* than you? List them here and what you hope to learn from them:

Mentor:	
What I hope to learn:	
Mentor:	
What I hope to learn:	

FAMILY BLUEPRINT

Mentor:
What I hope to learn:
Now, who will you ask to hold you accountable on you path of self-improvement?
What does this realistically look like (e.g., weekly phone calls, regular self-assessments, monthly meetings etc.)?

The Fundamentals

Now, with the prerequisites established, it's time to tackle the fundamentals. We'll start with the big ideas—
Love First and Live Last—and discuss a few key Things to Remember under each. Within each of the Things to Remember, you will be tasked with an exercise to complete as well as some recommended next steps. Some of the exercises will require you to relive past, perhaps painful, experiences, and some will also involve your loved ones' participation.

FUNDAMENTALS STEP 1

Love First

As Willie said, "*Love* is the most powerful word in the history of the world . . . *Love* is not just a noun. *Love* is also a verb."

We'll dive deeper into "*Love* is a verb" under the first Things to Remember, but first, let's define *love*.

Willie said, "It is considerate, kind, resilient, patient, and thoughtful."

How do you define what love is (noun)?
How do you define what love does (verb)?
What <i>adjectives</i> would you use to define <i>love</i> , beyond what Willie listed?

Love First

Things to Remember #1: Love Is a Verb

It is not enough to simply tell our loved ones we love them—although we should be doing that too! We must also demonstrate it. *Love* is a verb and can be demonstrated in countless ways—such as doing household chores no one wants to do, helping with homework, being a better listener, or allotting quality time for the people who matter most. Are you treating *love* as a verb? Do the exercise below to find out.

Exercise

How are you currently demonstrating love at home
Think through this question and then write down a fev
recent or recurring examples:

Now, ask your loved ones to answer the same question.
How do they see you demonstrating love? List their
answers here:
Finally, ask your loved ones one more question: How
could you demonstrate love toward them? This could
include tasks or actions you haven't ever considered or
may simply be performing the aforementioned activ-
ities more frequently. Give them a day or two to think
on this, if needed. Record their answers here and book-
mark this page for future reference!

Next Steps

In addition to your loved ones' list, draft your own cre-
ative ideas for how you can show love in the follow-
ing lines. This may require some deep digging, outside
research, or conversations with friends or the mentors
you identified on pages 138–139.

Once you have both lists, choose two to three items to tackle immediately. Next week, add on another. Continue this until you are demonstrating love in every way you know how.

Love First

Things to Remember #2: Love Is a Choice

Although you are working toward the idealized vision of the life you want to build, you must also remember there are no perfect marriages, nor are there perfect people. We are all inherently flawed. Life would be boring if we weren't!

However, you must also remember that **love is a choice**. Choosing love means choosing to see the good over the flaws. It means giving your loved ones the benefit of the doubt. And it means choosing to validate—not just tolerate—people.

Are you actively choosing love? Engage with the exercise below to see.

Exercise

There's only one rule for this exercise. Complete the following task without peeking at the follow-up instructions on page 151.

On the following lines, choose up to four loved ones and list out **ten** adjectives to describe each person. This list is for your eyes only, so feel free to say whatever is on your heart.

Name:				
Adje	ectives:			
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10				

Nan	ne:
Adje	ectives:
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10	

Nar	ne:
Adje	ectives:
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	

Name:				
Adjectives:				
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10				

Great. Hopefully you didn't look ahead and you have your lists completed.

Now, look at the ten adjectives you've chosen for each person. How many of these adjectives have a positive connotation? How many have a negative connotation? Are you seeking the good in each person, or are you more inclined to notice their flaws?

Think of how each person would describe you if they had to choose ten adjectives. Wouldn't you rather they notice the good?

Next Steps

Choosing love and always seeing the good can require a brain shift. Here are some daily actions you can do to actually rewire the way you think!

- ◆ Start every morning with a compliment. Don't make it formulaic or forced, but simply start each day with an intention of seeing the good. Can the first words out of your mouth each morning be a compliment? Try it out and see how that one simple action changes your entire day.
- ◆ Assume positive intent. In each and every interaction—especially when it comes to disagreements!—assume the other person is being honest and trying their best. Don't scoff

at others' excuses or apologies; instead, believe them and forgive them. Try this technique moving forward (it may be unnatural at first!) and see how it transforms your relationships.

◆ End every night with gratitude. Keep a gratitude journal by your bedside. Each night, write three to five things you are grateful for. Studies show that cultivating an attitude of gratitude reduces levels of the stress hormone cortisol in the body by 23 percent.⁵

Love First

Things to Remember #3: You're Never Persuasive When You're Abrasive

Remember the proverb from the story: "Words kill, words give life; they're either poison or fruit—you choose" (Proverbs 18:21 MSG).

It's easy to feel the natural urge to raise our voices when we want to get our point across, to speak hurtfully when we feel hurt, and to harm the ones closest to us because we assume they will forgive us. However, this is detrimental to so many relationships. Intensity kills intimacy.

What's hard to control is our reactions—especially at home, where we often feel most free to let our emotions run wild. However, taking the time to breathe, think, and gain composure before we react will always lead to fewer regrets and stronger, more loving relationships in the long run. Easier said than done, of course.

We've all been there, and almost all of us have room for improvement. For the exercise below, we'll work on just that.

Exercise

Think of the last time you lost your temper (or a good example that comes to mind). Put yourself back in that

scene and answer the following questions as truthfully
as you can.
What did you say?
How would you describe your tone?
What did you do (yell, roll your eyes, storm out, leave, etc.)?

Now, think of the situation from the other person's per-
spective. What could you have done differently, after
viewing the situation from their side?

Think about how irrational you sounded in retrospect and when viewing the situation from the other person's perspective. What if you could do the same exercise during your next heated moment? Hint: you can!

Taking time to step away, breathe, and think through all sides of any disparity can afford you clarity to respond appropriately, like you might if you had the opportunity to look back on the situation, which you did in this exercise. And, scientifically speaking, removing yourself from a heated situation can allow the chemicals in your brain that cause stress and anger to dissipate, leading to a more calm and rational discussion to follow.

Next Steps

It's hard to anticipate the next time your opportunity to be persuasive versus abrasive will arise. Like John, it could come as quickly as a fallen fishbowl. However, here are three things you can do—before, during, and after the moment of impact—to help prepare you for the next time such an occurrence does inevitably happen:

- don't already have one, consider incorporating an exercise routine into your daily schedule. In addition to boosting your overall health and well-being, cardio activity has also been proven to boost your brain's feel-good neurotransmitters, known as endorphins. You're less likely to "snap" with a less stressed, happier headspace, so go for a walk! Take up hiking. Try a dance class. Engage in whatever activity makes you feel good: mentally, physically, and beyond.
- ◆ During—Give Others the Home Field Advantage: As Willie mentioned (and as we discussed above), give your loved ones the benefit of the doubt. What if John, rather than getting upset at the lack of coffee in the house in the morning, considered the other ten tasks on Kristen's plate that may have led to her being unable to pick up coffee beans the day prior? The next time you're in a comparable situation,

take on the role of the "away team." In fact, make your home a place where you're always helping others win. It will change not only your conversations but your life.

◆ After—Use "I" Statements: When you apologize for anything, focus on framing everything as an "I" statement. "I'm sorry *I* got upset" rather than "I'm sorry *you* made me angry." Apologies should be about "I," not about putting the other person even further on the defensive.

Love First

Conclusion: How Will I Know When I'm Loving First?

Good work on completing the **Love First** Exercises! I hope you have also decided to apply many of the suggestions in the Next Steps sections into your daily life.

Now, how will you know that it's working? How will you know when you're truly loving first?

When the people who know you the best love you the most.

Sadly, many times the people who know us the best respect us the least because they truly see our flaws. It doesn't have to be this way. If you will truly seek to love first by demonstrating care, choosing to validate others, and approaching your spouse and children with gentleness, don't be surprised if the people who know you the best not only love you the most; they also begin to like you like never before.

Now, on to part 2...

FUNDAMENTALS STEP 2

Live Last

As Willie told John, "Most people don't want to live last." The reality is, we are all self-centered by nature and it requires a decision to yield our rights for the good of another. However, when leaders think of others first in the workplace, it makes them someone others want to follow. The same is true at home. When a person chooses to help others win, it makes them a real winner!

What do you think it means to live last?				

What do you think might be some hindrances to yo)U
living last?	

Living last might not come naturally. As humans, we are predisposed to look out for ourselves first and others second. However, living last is the behavior that bolsters the belief that "My loved ones come first." If both partners in a relationship are living last, everybody wins.

Live Last

Things to Remember #1: Real Winners Show Up and Give Up So Others Can Go Up

In baseball, a player who bunts so a teammate can advance on the bases may not be the one who gets credit for scoring the run; however, he or she *is* the one who is responsible for the win. In the end, the most valuable player is the one who is willing to sacrifice the most.

Exercise

You likely didn't arrive where you are without the sacrifices of others. For this exercise, we're going to focus on those people. This can go as far back as you want—to childhood or earlier, before you ever knew what "sacrifice" meant.

In the first column below, list out those who have sacrificed for you: parents, relatives, teachers, coaches, friends, mentors, or your current family members. In the next column, list their sacrifice(s). Finally, think of how their actions affected your relationship and what you learned from them.

(If you need more rows, form another table on your own piece of paper—no sacrifice is too small to warrant mention!)

Name	Sacrifice(s)

Next Steps

There is an old saying that "those who drink the water should never forget those who dug the well." As you review the list of those who have sacrificed for you, remember we often are able to drink because someone else did the digging. Consider reaching out with a handwritten thank-you note, a call, or even a visit. If they are no longer living, make a commitment to pay it forward by modeling a sacrificial life toward those you love.

Effect on Relationship	What Did You Learn?

It's hard to plan out what you will sacrifice. Oftentimes, sacrifices are moment-by-moment decisions we may not even realize we're making. It's about taking small steps to cultivate an "others first" mentality. Here are a few of those possible steps:

 Volunteer: Again, sacrifice is hard. It may not be your first instinct. To train your brain in an "others first" mindset, begin regularly volunteering—even better if your family can

- join! Decide on a charity (or two) you are passionate about and find out how you can devote time (not just money!) to giving back monthly.
- ◆ Find a Role Model: Who is the most altruistic person you know? Take some time and think of a few names. If these are people you interact with in your daily life, make it a point to take them out to lunch. Ask them about their mindset when it comes to serving others, and take notes! If there are people on your list who aren't personally connected to you (e.g., famous martyrs), research them. Read their work. Learn from them and—again—take notes!
- ◆ Focus on Active Listening: Making sacrifices is especially hard if you don't know what sacrifices need to be made. Focus on active listening—on hearing what is said and what isn't. What do you pick up on in terms of where you could sacrifice more for your family?

Live Last

Things to Remember #2: See Need, Meet Need

Too often, we complicate life. We make little things into bigger ordeals than they need to be. We read too far into others' thoughts and intentions, creating unwarranted and unnecessary anxiety. And we overcomplicate how easy it can be to serve others.

When this happens, we must remember the basics: see need, meet need.

As Willie said, "What if you forgot about a list of marital obligations and just started looking for a need to meet. Anytime one showed up, no matter how large or small, you leveraged your time, energy, and effort to meet the need. What effect do you think it would have?"

There are two simple questions to ask yourself as you seek to "see need, meet need":

- 1. Are you opening your eyes to see the needs present around you?
- 2. Are you taking the initiative to meet the needs once you see them?

If you're struggling with the first step, the exercise below should help!

Exercise

People rarely vocalize exactly what they need. Instead, needs may appear in the form of an overworked and exasperated spouse with a pile of dirty dishes in the sink, a lonely parent who is overly grateful for a phone call, or a grieving neighbor who you see receiving food deliveries. That's why you must be consciously looking for needs to be met: to take care of the dishes, call your parent more often, and occasionally cook a healthy meal for a neighbor in need.

Need

In the grid below, list the names of the people closest to you. Think about each one. What need do you think could be present that they're not saying? What can you do to fulfill that need? And, last, when will you do it by? Start by listening to what they are saying. Is there a place where they are demonstrating negative emotions? Do they appear tired? What brings them joy? Anytime we live with someone, we have the opportunity to pay attention to, and help meet, their needs.

Action	By When?

Next Steps

Copy the above grid onto a sheet of your own paper: Every. Single. Week.

Each week, identify at least three needs you can meet for others and expect nothing in return. (Because whether you receive recognition, reciprocation, or neither, you'll still experience joy in serving!)

Live Last

Things to Remember #3: Love Goes Slow

Love is like a three-legged race. Imagine what that looks like if one person is running and one is walking. A mess! Or, most likely, a pile of limbs on the ground.

In the words of Willie yet again, "Most leaders . . . feel a sense of urgency to chase their vision and conquer the mountain. If they're not careful, it's easy to run off and leave their people. But remember, winning begins at home. . . . The truth is, you can't be running if everyone else is walking, or you will leave them in the dust. Speed kills intimacy, my friend."

Exercise

Define What:

Go back t	o you	ır blueprint yo	u cr	eated	when	we firs	t
discussed	the	Prerequisites	on	page	133.	Rewrite	2
your Define What and Decide Why here:							

-			
_			
_			

Decide Wh	y:		

Now, schedule monthly check-in dates in your calendar when you will assess progress as you move toward your vision. Add the following questions to your calendar reminder:

- 1. Am I improving in moving toward the vision at every check-in?
- 2. Is our family moving together toward our vision?

Sometimes, we engage in actions we think are beneficial but are actually self-serving. If you can confidently answer yes to both questions above, congratulations. If not, make a list of ideas for how you can improve in the coming month.

Remember, progress over perfection. This isn't a race; it's a journey.

Next Steps

As you read in the introduction, everything you will work through in this book and Activation Guide will take time. No life-altering changes or groundbreaking

improvements will happen overnight. Just as **love goes slow**, so, too, does development. Families that last aren't built fast. For the next steps to help love go slow, we will focus on helping you slow down *everything*. Test out these tactics and see how they improve your life:

- ♦ Slow Down What Is Rushed: What area of your life is often "rushed"? For many people, their answer is mornings. If this is the case for you, try waking up ten minutes earlier. Your body won't notice ten minutes' difference in sleep, but you will notice ten extra minutes for your morning routine! Worst case, you have too much time, in which case you can fill it with time to read, plan your day, or . . .
- ◆ Read Scripture or Meditate to Begin Your Day. Time devoted to reading something positive, prayer, or meditation has been proven to reduce stress, treat depression, and improve cognition. Taking the time to practice either (or both!) can force you to slow down—and you'll reap extra benefits.
- ◆ Try a Breathing Exercise: According to the American Institute of Stress, abdominal breathing each day reduces stress and anxiety, supplies extra oxygen to the brain, and "stimulates the parasympathetic nervous system, which promotes a state of calmness." Likewise, time

devoted to silence and solitude can set you up with a positive mindset to help you maintain perspective in your life at work and home.

◆ Take a Vacation: Reset with some time away to relax, refocus, and go slow. Your body, mind, and loved ones will surely thank you for it.

Live Last

Conclusion: How Will I Know When I'm Living Last?

Good work on completing the **Live Last** exercises! As with the Love First section, the benefits you will reap will not come from this book alone but in taking the practices into your daily life—starting with some of the suggested next steps for each "Things to Remember."

As you assess your progress, we must ask again: How will you know that it's working? How will you know when you're truly living last?

When everyone in your family is in front of you.

In a family, the goal is not to get to the destination fast; the goal is to get there together. The reality is, families that last aren't built fast. But they are built, and the starting point is when someone decides to lead from the back of the line. Why not choose to help someone else score by meeting needs and going at their pace? You might be surprised at how much better life is . . . together!

Now, for one final challenge . . .

Final Challenge

You should now know what it means—and what you have to do—to **love first** and **live last**. You have the blueprint in place to achieve the family you envision, and you have **defined what** you want and **decided why** you want it.

There is one final, important lesson Willie taught John: if something is controllable, winners dominate it.

You cannot control others' reactions, moods, or actions. You cannot control the uncontrollables of the world: the weather, the economy, or anything else left to chance.

But you can increase the likelihood of winning by dominating the controllables. The previous exercises and next steps should've shown you what is in your control.

For the final challenge, consider this: If you act on everything in your control, what does that look like? Write a letter to your future self, describing life when you dominate the controllables. The more detail, the better. Reference this letter every time you're struggling on your

journey. Hopefully, the scene you describe will inspire
you that although it may seem hard, it will always be
worth it.
worth it.

FINAL CHALLENGE

Extra Credit

Let your loved ones read your letter. Invite them to join you on your journey and give them permission to hold you accountable to your vision. Let them see your commitment to understanding that *winning begins at home!*

Whenever I read a book—and I read a bunch of them—I always read the acknowledgments because the truth is, there are no printed works without a team of people. To the following, my gratitude is immense:

First, to our team at Lead Every Day. I'm grateful to work with coaches who understand and help others Win Beyond Work. Scott B., Derek, Fred, Chal, Laci, Jeff, Ellen, and Karen: you all model living last. You are a dream team. And Becky, thank you for keeping us organized. You have been a Hulking Avenger to me for over two decades. To Scott Morgan, thank you for being a brother. Speaking of Avengers, you are Captain Love First. Heroes are in short supply, but you prove daily they still exist. The world is better for so many because you show up.

To Mark Miller, you challenged me to consider parables fifteen years ago. Thank you for all you have taught me about leadership and serving others. My life improved when we became friends! Dan Webster, I feel

like the training wheels are off. Thanks to you, I found my way. I love you, my friend!

Thank you to Mark Levy (Levy Innovation), who helped me with the point of my ship. The idea for this book grew out of our weekend together over a decade ago. Jillian Broaddus (Buzz 84), I'm grateful. You worked diligently to make the Activation Guide better. You are so talented! To Janice Rutledge, I keep improving because of you. Thank you for hard feedback and easy friendship. Trey, and the team at Herald, thanks for partnering and connecting me to Batt. Every leader needs a Herald, and you are perfect for us. Elizabeth and Mckenzie (Storytold), thank you for helping us tell our stories. You both are pros. To the team at Maxwell Leadership and Forefront Books, wow! What an honor to work with your publishing team. To like-minded Justin Batt, who encouraged me from the start to be a voice to families, and Jen Gingerich and Christina Boys, who served as my editors. Jen, thanks for your patience, and Christina, neon tetras—really? You are a rock star! Jill Smith (you are incredible) and Lauren Ward, the author experience was amazing thanks to you and your team.

For me, Winning Begins at Home is rooted in a dream I have for everyone to have a great family. I know how much stability it brings because I had the privilege of growing up in one. My parents and grandparents were all married for more than fifty years. While they were far from perfect, we ate together, played together, and

stayed together. I benefited greatly from Sunday visits and family suppers. Mom, you are still precious and still my hero. Your love and commitment to our family is priceless. Well done, Honey! Dad, I wish you were still here. I miss you every day, especially during baseball season. Thank you for being my coach and a fantastic dad. These great grandbabies would adore you!

Dorothy nailed it: "There's no place like home." Being a girl dad to four daughters was the most fun I ever had. Hannah, I love your focus. Sarah, I love your friendship. Rebekah, I love your fire. And Katherine, I love your fun. I have learned so much from being your dad. Thanks for overcoming my flaws. You are incredible daughters, wives, and now moms—women of virtue who hold my deepest affection. There's truly no greater joy than to know your children are walking in the Truth. To my four sons-in-law: may you live up to my expectations. They are high, but I'm confident Trevor, Bryan, Alex, and Airrion all have what it takes. I couldn't have handpicked better men to lead the next generation of our family. Stay pure, stay faithful, and stay! To my grandchildren and future generations: may you become men and women who love first and live last. Watch your parents; they will show you the way. Randad is your biggest fan!

Finally, to my wife, Laura. You are the one who makes me want to come home. Marrying you changed my life. I'm so grateful God chose you to be my partner.

After nearly four decades, I love you more than ever. You are beautiful, creative, faithful, and the best wife, mom, and Lolly, without exception. Our family is a reflection of your faith. I love you!

Thank You, God, for coming up with the idea of marriage and family. When we follow Your plan, home is amazing. My prayer is that You will use *Winning Begins at Home* to make families better.

STAY CONNECTED

X: @randygravitt

IG: @randygravitt

LinkedIn: https://www.linkedin.com/in/randygravitt/

Podcast

The Lead Every Day Show

Company

For corporate training, coaching, and consulting, visit LeadEveryDay.com.

For speaking inquiries, visit RandyGravitt.com.

Email: randy@randygravitt.com

ABOUT THE AUTHOR

Randy Gravitt is an author, speaker, and executive coach who encourages leaders to reach their potential. Randy began his career working in education, both as a teacher and coach, before moving to Georgia, where he served for nearly two decades at one of the largest churches in the Atlanta area.

In 2014, Randy founded InteGREAT Leadership, which eventually became Lead Every Day. He currently serves as Lead Every Day's CEO (chief encouragement officer), leading a team of coaches and consultants who work with high-performance leaders, organizations, and teams around the world.

As a speaker, Randy delivers keynotes and training workshops on the topics of leadership, team building, organizational effectiveness, and peak performance. The organizations he has helped include Chick-fil-A, Grand Hyatt, Kroger, Fellowship of Christian Athletes, and the WinShape Foundation. Additionally, Randy has served

ABOUT THE AUTHOR

as one of the leadership speaker for the Pittsburgh Pirates and the Buffalo Bills organizations.

Randy has coauthored two books with Dan Webster, *Finding Your Way* and *Unstuck*. Both titles are aimed at helping leaders discover their passion and live fully engaged lives. Randy also encourages and equips leaders to win at work and home through the *Lead Every Day Show* with best-selling author Mark Miller.

Randy and his wife, Laura, have been married thirtyseven years and live in Sharpsburg, Georgia, where they raised their four daughters. Outside of work, Randy loves being a girl dad, hanging out with his grandkids, playing golf, reading, and sitting on his back porch.

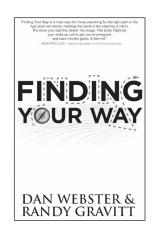
Connect with Randy on social media @randygravitt or online at randygravitt.com.

ALSO BY RANDY GRAVITT

Finding Your Way: Discovering the Truth about You

by Randy Gravitt & Dan Webster

Have your ever wondered what you were born to do with your life? If you are at a point where you long to experience

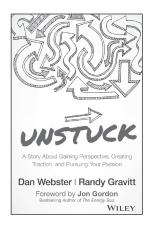


both fulfillment in your career and meaningful contribution in your circle of influence, *Finding Your Way* will position you to live an integrated life that leads to maximum impact.

Unstuck: A Story about Gaining Perspective, Creating Traction, and Pursuing Your Passion

by Randy Gravitt & Dan Webster

Untwist the question mark from your life to start living authentically. *Unstuck* offers



a path forward for those who are "stuck"—despite the comfort, security, and what *should* feel like success. Do you feel disengaged from a life that looks good on paper? Do you sense there *must* be something more?

- Rethink your purpose in life and discover your calling
- Rediscover the truth about yourself and who you really want to be
- Follow a clear formula for moving forward with authenticity
- Break out of your comfort zone and feel fully alive

Through the story of George Johnson, a man in a position much like yourself, you'll learn how to shed the boredom, emptiness, and confusion so you can get on with your life. Whether you need a complete overhaul or just a jump start, *Unstuck* will help you make it happen!

NOTES

- 1. "Disengagement Persists among U.S. Employees," Gallup, accessed February 28, 2024, https://www.gallup.com/workplace/391922/employee-engagement-slump-continues.aspx.
- 2. Maddy Savage, "Why Promoted Women Are More Likely to Divorce," BBC, January 22, 2020, https://www.bbc.com/worklife/article/20200121-why-promoted-women-are-more-likely-to-divorce.
- 3. "Stress in America™: Paying With Our Health." American Psychological Association, February 4, 2015. https://www.apa.org/news/press/releases/stress/2014/stress-report.pdf.
- 4. "Gartner HR Survey Reveals 88% of Organizations Have Encouraged or Required Employees to Work from Home Due to Coronavirus," Gartner, March 19, 2020, https://www.gartner.com/en/newsroom/press-releases/2020-03-19-gartner-hr-survey-reveals-88--of-organizations-have-e.
- 5. Lauren Dunn, "Be Thankful: Science Says Gratitude Is Good for Your Health," Today, November 26, 2015,

NOTES

- https://www.today.com/health/be-thankful-science-says-gratitude-good-your-health-t58256.
- 6. Jeena Cho, "6 Scientifically Proven Benefits of Mindfulness and Meditation," *Forbes*, July 14, 2016, https://www.forbes.com/sites/jeenacho/2016/07/14/10-scientifically-proven-benefits-of-mindfulness-and-meditation/.
- 7. Kellie Marksberry, "Take a Deep Breath," American Institute of Stress, August 10, 2012, https://www.stress.org/take-a-deep-breath.