

WHAT MATTERS MOST?

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THERE ARE SO MANY FACTORS THAT IMPACT BUSINESSES...

- ▶ Profitability, new business, satisfied customers, being proactive, staying up with trends, economic factors, proficiency, billing, compliance, estimating, critical path, lean construction, pre-con, closeout, referrals & repeat customers, sub-contractor base, on-time delivery, reputation, honesty, shrewd business practices, contracts, responsiveness to customer needs, technology, backlog, work force...
- ▶ But today I'm not here to talk about your businesses

What does success look like to you?

Success-

The progressive realization of a
worthy ideal...

WHAT MATTERS MOST TO EACH OF US IS
DIFFERENT BASED ON WHERE WE ARE IN OUR
LIVES...

The only **WRONG** answer to the question is...

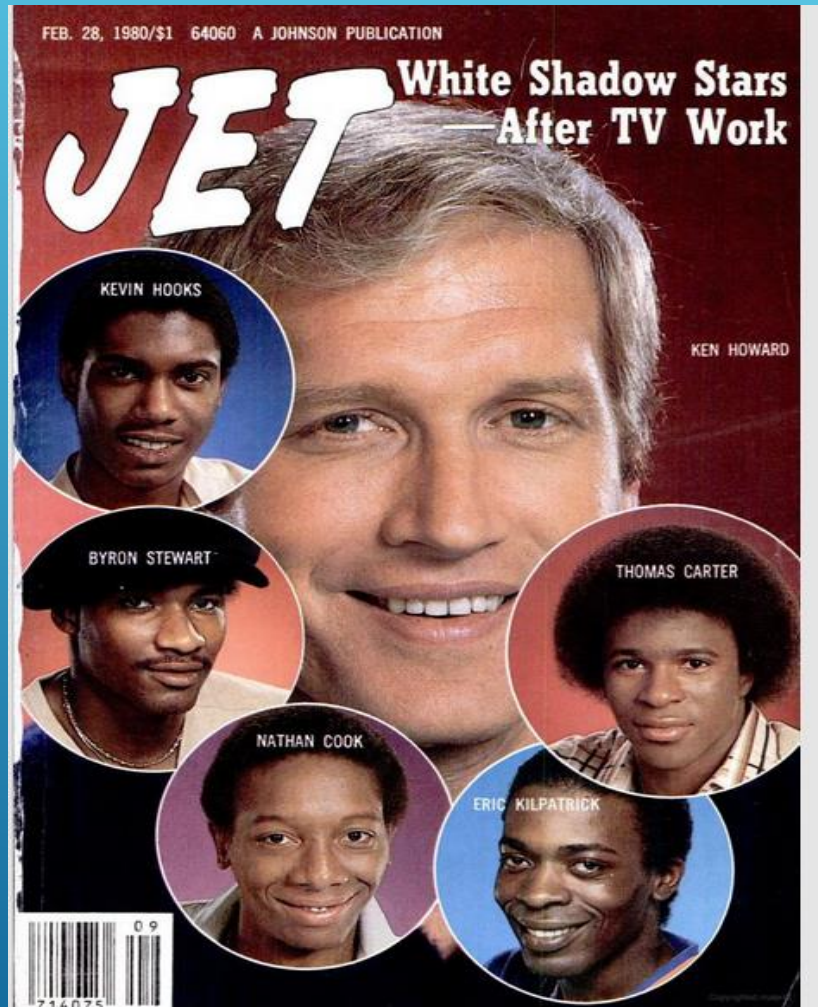
“I DON'T KNOW”

WHAT MATTERS MOST FOR **YOU**?

▶ The truth is...

That depends on **YOU!!!**

The things that really matter to us can start at an early age...



JET MAGAZINE – FEB 28, 1980

Detroit Boy, 8, Upsets Kidnap, Ransom Attempt

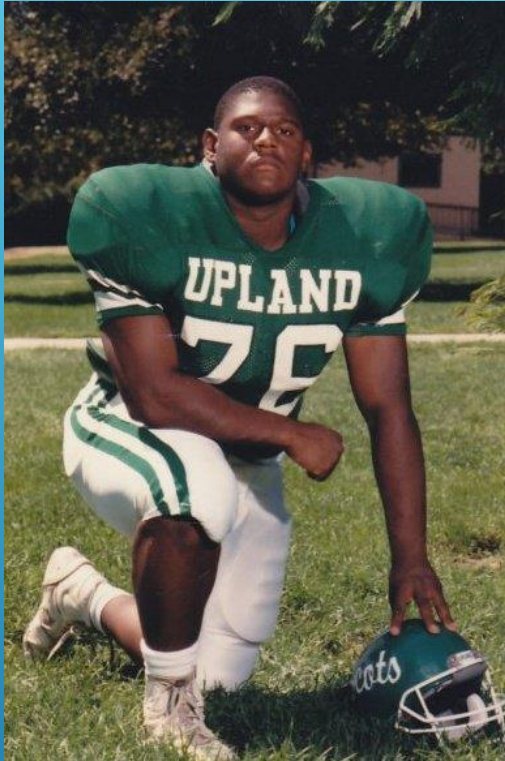
Just like eight-year-old boys are known for “getting out of things,” Hessley Hempstead II, is no exception. In fact, such an ability not only saved him from possible harm after he was kidnapped in Detroit, but it helped police nab a prime suspect.



H. Hempstead Although his hands and feet were taped to a chair, Hessley managed to free himself after his captors had left the house where he had been held for a ransom of \$50,000. The whole episode lasted only about 10 hours after he was kidnapped en route to school.

DRAFTING A PERSONAL MISSION/PURPOSE STATEMENT...

A building block for future flashbacks
of success...



WHERE IT BEGAN...

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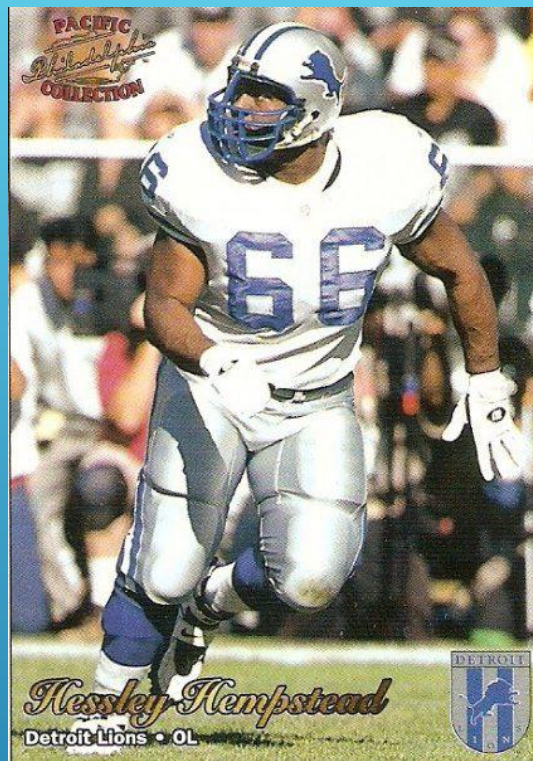
SUCCESS TASTES BETTER WHEN YOU
HAVE OTHERS TO CELEBRATE WITH...

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ONE OF MY HEROES...

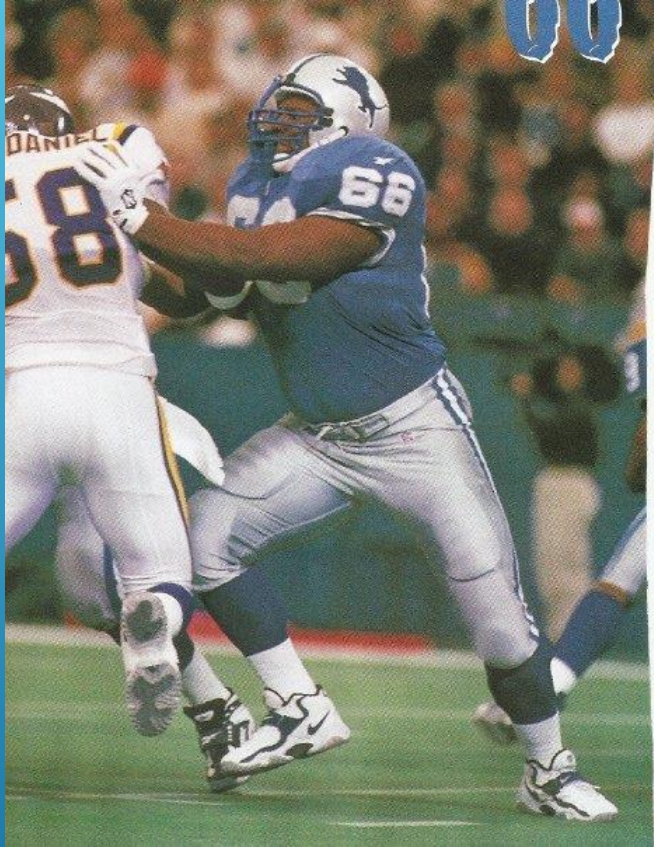
GOLDEN PAT RUEL...



A SHORT UNDERSIZED O-LINEMAN... NOT BIG ENOUGH TO PLAY DIV 1 COLLEGE FOOTBALL



IN THE HUDDLE...



DECEMBER 21, 1997...

...WHEN IT BECAME MORE THAN A GAME

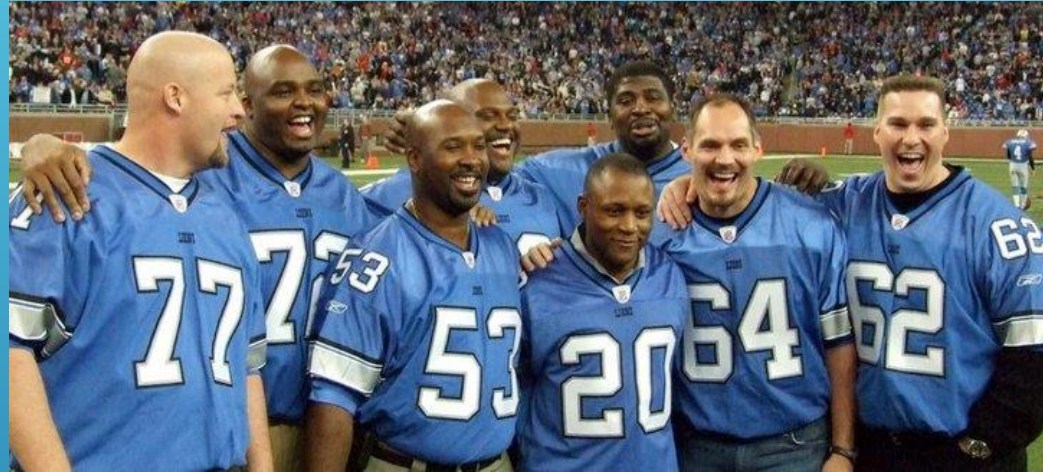
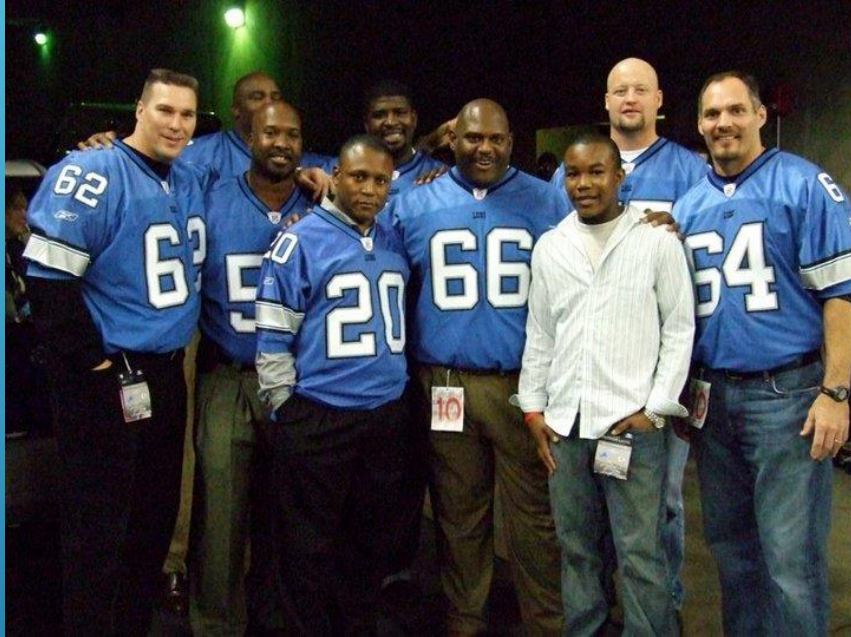


DECEMBER 21, 1997



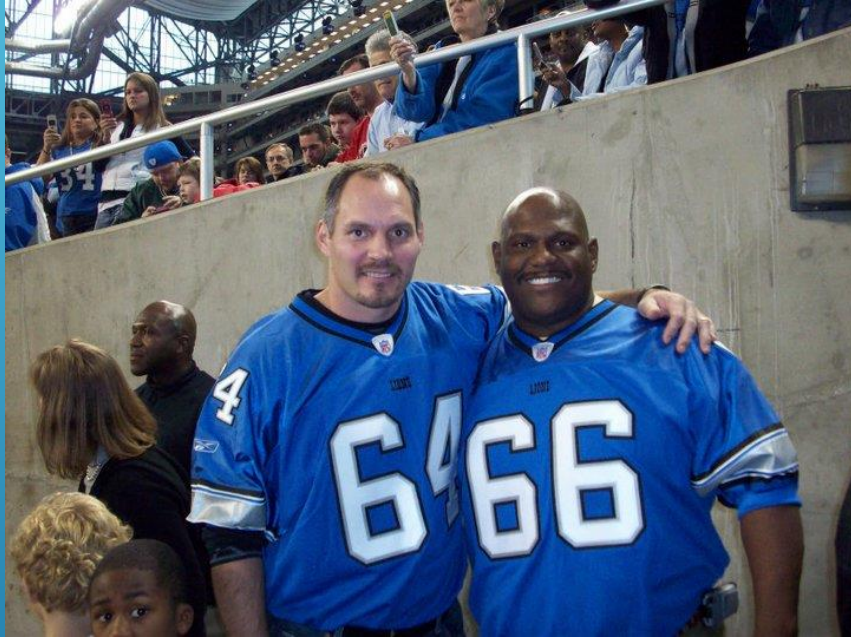
BARRY SANDERS – 2053 YARDS

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MEMORIES OF 1997...

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A HERO...

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WHAT MATTERS MOST FOR YOU?

The only **WRONG** answer is:

“I DON'T KNOW”

WE TREAT BUSINESS LIKE...BUSINESS

WE EMPLOY MISSION STATEMENTS, STRATEGIES,
TACTICS...WE SET MEASURABLE GOALS AND
FOLLOW UP ON THEM...

**-But with the exception of RETIREMENT...we can
oftentimes treat our personal lives like a hobby.**

-We'll get to it when we have time...

Bringing this part of our lives into alignment is what helps us to live a fulfilled life, keeping the things that really matter to **us** at the center of our lives...

NO ONE CAN TELL YOU WHAT MATTERS TO YOU – THAT STARTS WITH YOU ANSWERING THE BASIC FUNDAMENTAL QUESTION... WHAT MATTERS MOST, TO ME?

► **Bio**

Hess Hempstead was born in Detroit, Michigan before moving to Southern California in his early youth. He attended the University of Kansas on an athletic scholarship, majoring in Communications, before being drafted by the Detroit Lions in the spring of 1995. After several years as an NFL player and scout, Hess retired from the NFL and moved to the Charlotte Metro area. He has a passion for giving back to the community and stays civically engaged in multiple charitable endeavors that are near and dear to his heart in the Carolinas and beyond. He currently serves as a Board member, as well as Vice President of the NFLPA Charlotte Former Players Foundation – a charitable organization committed to serving the needs of women and children in the Carolinas.

Mr. Hempstead is a sought after Master of Ceremonies and motivational speaker for groups and organizations of all types and sizes. As a trained Life Coach he works with organizations, small groups and individuals to tap into the very best they are capable of through developing self-awareness and clarity of purpose.

Currently serving as Construction Management Professional in the Charlotte area, Hess most recently served as the Owner's Rep for the Democratic National Convention in Charlotte (2012). He has worked with numerous national as well as regional and local construction firms in fulfilling his passion to build and create in the construction industry.



Thanks for taking the time to view this presentation!

For information in regard to having Hess Hempstead speak to your group or organization please contact us.

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