

Next-i-tails for the seeing AND those seeking empowerment

From: Gary S. Gevisser [gevisser@pacbell.net]
Sent: Saturday, July 20, 2002 12:18 PM
To: Angi Tschirren
Cc: Kking; Kathy Murry; Frevs. G; Cheryl Rutley; Newell
Subject: Things big and small

Dear Angie,

This is really starting to get interesting although the executor of my estate would undoubtedly say, "Frightening!" At NextraTerrestrial we will be covering all sorts of subjects including psychiatry but there will now be another "war front" which for the moment I will refer to as "The Next-i-tails for the seeing AND those seeking empowerment." Do you remember if we covered why nature had us lose our tails to mention just in passing why cats rarely sniff the butts of mice to mention even less why panties are such big sellers or why nature invented Daddy longlegs and not Mother longlegs? So much for name calling, wouldn't you agree?

Butt your pupil, Cheryl Rudely, must have thought that during my month long hiatus, short by 15 minutes, I must have lost my mind. What is, however, more important is what you were thinking given the fact that back on June 12th in response to your email thanking me for giving you a moral boost I had said,

"... butt is full to mention little of how easy it is to uncover folks by paying attention to their written word. It is rare that I praise someone just for what I hear because most often what one hears is out of context especially when listening in to others conversations."

Now you will see how stiletto my "write" can be when I get pushed against a wall.

With that said, click on below to get a summary of all of our communications. If I have missed an email or tTOo please let me know and we will update the website.

<http://nextraterrestrial.com/pdf/Nextel.pdf>

With that said, it should be very apparent to you why I believe so much in the written word, how certain folks have a propensity to play it fast and loose if given the chance. Never though would I have believed that someone working for a Miss-Fortune company would trip himself or herself up so easily. Could Ms. Rudely, however, be able to mitigate her damages by apportioning blame on to her tutor?

I have a pal called Trevor. He is one of my "failed students" from university where I tutored business-accounting. He has yet, however, to thank me for encouraging him to drop out of his "business studies." Perhaps, though, it has do with the fact that he has attention deficit disorder. I had simply suggested, "instead of studying business which makes no sense since business is all about human nature... more art form than it is science and therefore you are better off studying art but of course if you cannot draw you cannot make a living being an artist-painter but then you should at least study the liberal arts as in Shakespeare, 'Oh what a tangled web...' because the only thing you will get out of this faculty is how to commit larceny, faculties to boot." Instead, Trevor dropped out altogether and now mostly frets. He is, however, sadly, not alone. There are many who finished university who would find comfort in spending time with my buddy who is still good looking, in shape and has plenty of charm and charisma.

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With that said, on July 18th at 11:24 AM Ms. Rudely emailed me:

"You are mistaken; I was not going to make a "he said, she said". I have something else to talk to you about. What is your number?"

Now Angie pay very careful attention to your account representative's "recap" of our telephone conversation and please explain to me why what she had to say over the telephone to me couldn't have been dealt with via email as I had wanted so as to avoid, "he said she said."

I just looked at your company's stock price. It seems to be trading at a premium to book value of some \$9 per share. Perhaps more to the point is the fact that you folks are positioned way off the Bell Curve, i.e. a book value of almost a negative \$2 per share. And I would be willing to bet that included in that negative \$2 number is an item called "God-will."

With that said try not to test my patience any further although it seems you along with Ms. Rudley are hell bent on wanting to serf this one out. I doubt though that either of you have the "skill-ets" to really compete in the real world of less talk and more action. One of the great things about surfing is that there is just you and the wave; no sounds, no one going yack-c-ity yack-c-ity yack yack yack, no need for laxatives. Real surfers, not just folks who collect surfboards in their garages avoid at all cost folks who go quack quack quack.

Recently I saw with "The ladyfriend" and my one step-kid Feast of Fools at the "La Jolla Playhose" Theatre, which I am sure you know, is "akak" mime. By the way I consider ALL the kids mine. There is one scene where all you hear is quack quack quack and another scene of this man who must be at least 50 if he is a day sitting in an oversized "hi-cheer" making fun of parents who plaster all sorts of "make up" on their faces day in and day out while cooking up a storm. How long do you think it takes a baby to realize that "its" parents are not Gods but "its?" How long before they work out that they are a bunch of hypocrites? Trust me when I tell you that both my step-kids are a step ahead of both their parents as well as me. I still, however, win at chess but not for long since I no longer have time to play the game although with that said the "wars" we will be waging on the NextraTerrestrial array of websites in the future will be very much like what you see when one person plays against a wall of chess players, never though do I have my back against the wall. That would be enough to make me go crazy. Been there, done it.

A friend of mine lives right across the street from the Theatre just off La Jolla Farms road. He is a cardiologist and his wife, whose name is also Angie is an anesthetist. Over the course of the past month in between training my dog, Pypeetoe, for the next Iron Man and finishing up on several shareholder class action lawsuits already in the works I have been writing about the drawbacks of "sucking on the hind tit."

Where do think this insensitivity all begins? It certainly seems reasonable that breastfeeding is what nature intended but why do you think the breasts were positioned so close to the human mouth? Could it be that nature had already worked out the "byte" business way ahead of time as we know it, that garbage in results in garbage out, that while breastfeeding our children we should be ever so careful to teach them right, TO CHEW ON OUR WORDS BEFORE UTTERING A SOUND, MINDFUL OF THE CHILD WHO LISTENS SO WELL AS HE SUCKS ON THE NIPPLE AT TIMES

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PAINFUL TO THE MOTHER PERHAPS ANOTHER SIGN THAT THE CHILD WHO CANNOT TALK IS TRYING TO PARENT THE PARENT THAT HE-SHE IS NOT ALTOGETHER DEAF DUMB AND BLIND.

With that said, the "Frightening" guy told me a story yesterday that really got my attention. His wife is Danish and as you know some of the best pigs come from that part of the world. About decade or say ago one very wealthy farmer was with his young kid near one of the pig pens and the phone rang in the house. The farmer went inside. When he returned he found the pigs had killed and were now eating his kid. He went back into the house to get his gun and then killed all the pigs before shooting himself.

The only story I know that doesn't even come close is what happened to another friend of mine's mother a few years back. She was visiting a game reserve in South Africa where I grew up and was returning to the pool area where she had left her sandals. After a while her husband got concerned and went to check on her and found she had become dinner to a pride of lions.

With that said, I have worked out that the only way to hold folks accountable is to attack their pride. Companies have built in to their cost structure the price of paying it fast and loose, of hiring, training and tolerating mediocrity. Until such time that we get with the program, start paying attention to sum of the signposts out there that were put in place ions ago the pigs amongst us are going to continue at the tough. Eventually we will all be consumed. I live each day like it is my last making certain as best I can that there are no loose ends which will only serve to trip up those who continue to play it fast and loose. The executor of my estate is exceedingly competent. Check him Devin Standard at just one of his websites;

<http://quasark.com/>

Now take a deep breath and take care of my business. The damage is clearly done. Now it is just a question of how I go about collecting. I never allow myself to become part of someone else's' collateral damage. I focus on the small stuff that is wrong with the system akin to each one of our DNA which has "damage" built into it but which fortunately with advances in "discoveries" that now begin to be dealt with. Unfortunately, fixing our DNA doesn't alleviate the problems endemic, systemic to our human nature, which is now much more than epidemic; it has now metastasized.

Have you ever thought why nature had us "fair wethered" folk more susceptible to skin cancer? Who do you think are really the chosen race to lead us out of this rat hole?

It is all a matter of what is "revealed" to us. Go read Stephen Hawkings The Universe in a Nutshell or simply wait for my Manager Minute One. Don't, however, wait one minute [Ms.] manager to get your butt into gear.

A very disappointed customer.

Gary S. Gevisser

From: Gary S. Gevisser [gevisser@pacbell.net]
Sent: Friday, July 19, 2002 10:37 AM
To: Rutley, Cheryl
Cc: Angi Tschirren
Subject: RE: Cancellation

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Please provide me with the name, telephone number and email address of your supervisor.

From: Rutley, Cheryl [Cheryl.Rutley@Nextel.com]
Sent: Friday, July 19, 2002 9:13 AM
To: 'Gary S. Gevisser'
Subject: Cancellation

Gary,

Per our conversation, you will be canceling the phones. You have the number to call and to have them shut off. As I explained I cannot do that; only the customer can cancel the service.

And to recap our conversation (which I never got anything more said than the above statement and the 800 number needed to call) you said some really nasty things to me; and then hung up.

In the future, TRY BEING DIRECT. IF YOU WANT SOMETHING- SAY IT. You've used several references to your past experiences, and analogies. But I am your Nextel rep, not your psychiatrist. You never let me know; is your phone not working? Do you need to be trained on the internet service? Are you having a problem with your internet service? You never let me know. I also don't have a problem with any of my emails; they have been polite and direct (perhaps misinterpreted if you saw anything other than trying to take care of your needs and develop a successful business relationship).

Remember Gary, I called you several times, and you never returned one phone call.

I will gladly mail you out some labels and you can send the phones back.

Best of luck to you.

From: Gary S. Gevisser [gevisser@pacbell.net]
Sent: Thursday, July 18, 2002 5:51 PM
To: Angi Tschirren
Cc: Cheryl Rutley
Subject: RE: NEXT-[et] EL....as in Nextraterrestrial

Dear Angie, obviously I wasn't "mistaken" - Cheryl's words, "I have something else to talk to you about" are in fact more of the same nonsense I have got from her from the beginning. After giving me an 800 number to call and telling me "I cannot cancel you myself. I am just your account representative...I don't understand why you are canceling the service...It will still cost you \$20..." I hung up on her because it didn't seem like I was really getting through to her.

She did sound genuinely surprised that I had never used the service though. I managed to throw in that everyone else who I had copied in our communications didn't seem to have a problem understanding why I wouldn't want another Nextel sales account rep which is one of the other things she suggested. Tell me Angie why would I want another "Cheryl Rudely" [sic]?

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Your deafening silence also speaks volume. Of course when I first visited your offices in Mission Valley I had overheard you "toilet training" one individual giving someone on the other end of the line some very good but very basic suggestions; for all I know it could have been your baby brother or sister, boyfriend, girlfriend just saying to themself, "blah blah blah."

As I told you I ran almost 20 years ago a very successful marketing-publishing company where most of our sales were done by telemarketers. We constantly brought in trainers, the very best in the country at the time. We were pioneers in the industry, certainly in the insurance industry where we dominated. We sold management and marketing systems which included millions of newsletters that in turn were mailed to folks like you and me telling us how we should go about mitigating our risks. The average sales ran into several thousand dollars as much as \$5,000 and sometimes more. Over a period of 5 years while I was running the company I don't think I could have counted on both hands the number of sales that were returned because a salesperson "didn't get it." Remember now, we were mostly soliciting new business. Most of the sales were "cold calls." Never once did I take an angry call from one customer and trust me when I tell you I had my finger on the pulse of the organization. The company was down the tubes when I was brought in and by the time I left the principal shareholder who was having difficulty scraping together enough money "stealing from Peter to pay Paul" was now living in Lawrence Welks' little estate just down the road from Ronald Reagan in the Pacific Palisades driving a spanking new Rolls Royce while his wife had the better Bentley. In the end she got it all.

I came to you folks primed. I was very eager to get started. I traveled all the way into Mission Valley referred down there by another sales rep by the name of "Billy" since I wanted to get my telephones that very day. Only when Cheryl was finished showing me her struthers, strutting in and out of the cafeteria constantly looking for help from other sales people did she finally tell me that I couldn't leave with the phones, that they would have to be delivered to me. And the rest is now fully documented in emails as to what happened next.

Just because you make perfect sense in one setting doesn't mean you are perfect, that you couldn't improve. Perhaps why you felt you needed a boost, a rise in other words, is because something is very wrong within your organization, that the fish is very possibly rotten from the head down and it is so far only coming down in trickles. Remember my bottoms up schooling, how the culture of an organization rises from just examining how the janitor is appreciated, often one doesn't need to reach the executive suites to know exactly the source of the stench. One of the things I never allow to happen is to become part of someone else's collateral damage. Since I know for certain it all comes out in the bottom I make it my business try and stay away from trouble the minute I get a whiff.

The time is now 5:40 pm on my computer clock. I began calling the 800 number at around 4:55pm. Shay in the retention department answered, She told me "I cannot disconnect all of the phones ... I can transfer you to another retention department. She wished me "Good luck." A guy by the name of Tom answered, "Hi...you are lucky. You are the only Gevisser in the database...You are actually speaking to the wrong department. You need to be talking with the telesales return department...Mr. Gevisser, if I am going to have to spell everything out ...I don't have the time to wait while you type away. Are you ready for me to transfer you to them?" Tom pressed a few buttons that caused severe pain in my one ear and then I heard, "Your call is very important to us..." Just a minute ago the phone call was disconnected. It may have been because another call was coming in. And so another almost hour of my time has

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been wasted. Someone is going to pay for it of that you can bet your bottom dollar.

Please Angie, I am pleading with you make this easy on yourself. Just do the right thing.

Gary

ps: I am copying several colleagues and friends of mine on this communication to give me their input just in case I missed something.

From: Gary S. Gevisser [gevisser@pacbell.net]
Sent: Thursday, July 18, 2002 11:40 AM
To: Rutley, Cheryl
Cc: Angi Tschirren
Subject: RE: NEXT-[et] EL....as in Nextraterrestrial

858-792-2379 or on my cell phone 858-735-NEXT

From: Rutley, Cheryl [Cheryl.Rutley@Nextel.com]
Sent: Thursday, July 18, 2002 11:24 AM
To: 'Gary S. Gevisser'
Subject: RE: NEXT-[et] EL....as in Nextraterrestrial

Gary,

You are mistaken; I was not going to make a "he said, she said". I have something else to talk to you about. What is your number?

From: Gary S. Gevisser [gevisser@pacbell.net]
Sent: Thursday, July 18, 2002 11:11 AM
To: Rutley, Cheryl
Cc: Angi Tschirren
Subject: RE: NEXT-[et] EL....as in Nextraterrestrial

Cheryl, at this time there is nothing to talk about. I do not want there to be a situation of "he said, she said." Do as I ask. How you decide to conduct yourself in the future with other clients is your business. I hope you will learn something from having wasted so much of my precious time.

I will not make your business my business unless of course you dont do what I ask. If I am not clear about what I want you to do then please explain in print.

Gary

From: Rutley, Cheryl [Cheryl.Rutley@Nextel.com]
Sent: Thursday, July 18, 2002 9:26 AM
To: 'Gary S. Gevisser'
Subject: RE: NEXT-[et] EL....as in Nextraterrestrial

Hi Gary,

I just left you another message. Please give me a call at 619-718-3656.

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Thanks,

Cheryl

From: Gary S. Gevisser [mailto:gevisser@pacbell.net]
Sent: Thursday, July 18, 2002 8:13 AM
To: Rutley, Cheryl
Cc: Angi Tschirren
Subject: RE: NEXT-[et] EL....as in Nextraterrestrial

Dear Cheryl,

It is impossible for me to give you a "sweat and short" answer to your "seamingly pimple" question "How's everything going?."

Back in late 1993 I wrote a memo to a "a couple" -- they were not though your typical husband and wife team. In a nutshell it addressed how management often times obfuscate their non-stellar performance by engaging in all sorts of distracting tactics to mention little of their being a "hero some gain" strategic objective when one party gets to enjoy the spoils of victory at the other party's expense.

With that said, I thought I might hear a more elaborate response to my earlier email to you back on June 14th that I thought spelled things out pretty clearly, i.e. that I was not exactly amused with your poor performance, specifically your "dia-la-tribe" earlier in the day, "...I also need to set the expectation clear from the beginning...", but that does not mean I don't have anything else to do. I am ...I cannot."

The words, "I am" go back to the beginning of time, wouldn't you agree?

With that said, I will now be returning the four telephones along with the data cable that did eventually arrive. Please let me know where I should send the package; in other words please provide me with shipping instructions including prepaid "labeling." Please also make certain that not one cent is charged to my credit card.

I hope though that you continue check in with us at NextraTerrestrial and how we deal with folks who derive great enjoyment in exceeding the limits of their small authority, i.e. evil doesn't come with a pointed tail and a pitched fork.

Perhaps, in time you will learn more about how important it is to listen AND remember before you decide to say anything, chew on it, be prepared to write it down on paper otherwise toss it into the wastepaper basket, click on once again below

<http://www.nextraterrestrial.com/images/3-17-02/new%20temporary%20website/pa gel16.htm>

One thought I have before you send out something have your trainer check it out tTOo.

Sincerely,

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Gary S. Gevisser

From: Rutley, Cheryl [mailto:Cheryl.Rutley@Nextel.com]
Sent: Tuesday, June 18, 2002 8:28 AM
To: 'Gary S. Gevisser'
Subject: RE: NEXTEL

Hi Gary,

I'll try and give ya a call again. I left a message on your cell phone!
How's everything going? Hopefully the data cable will arrive today.

Have a great day!

Cheryl

From: Gary S. Gevisser [mailto:gevisser@pacbell.net]
Sent: Monday, June 17, 2002 9:02 PM
To: Rutley, Cheryl
Subject: RE: NEXTEL

hello to you. On what number did you leave me a voicemail... NO DATA
CABLE///.../// DID YOU RECEIVE MY EMAIL FROM FRIDAY EVENING JUST BEFORE 6?

GARY

From: Rutley, Cheryl [mailto:Cheryl.Rutley@Nextel.com]
Sent: Monday, June 17, 2002 5:37 PM
To: 'Gary S. Gevisser'
Subject: NEXTEL

Hi Gary!

I just left you a voicemail message. Just wanted to follow up and make sure
you have rec'd the data cable okay.

Hope all is well....

Sincerely,

Cheryl

From: Gary S. Gevisser [gevisser@pacbell.net]
Sent: Friday, June 14, 2002 5:45 PM
To: Rutley, Cheryl
Subject: RE:

Normally I start at the bottom and work backwards, part of the "bottoms up
schooling" I have mastered over my relatively short-career; it is, however, a
career that you may at some point decide to examine more closely, no doubt
giving me a pointer or tTOo along the way, never though should you give anyone

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the finger, since you know that when one points at someone there are four fingers pointed backwards. If we dont continue to learn in our old age whatever will become of those we mentor, wouldnt you agree?

In the event that I was distracted by all the images around me as I patiently waited for you to gather your materials to mention little of your wits, mentioning even less the excellent support you got from the other gentleman, please refresh if you would my "expectation" as it relates specifically to why I had driven all the way to Mission Valley. In other words, please recall for me what it was that I had told you about "billy."

Ms. Rutley, we are going to take this one step at a time.

Sincerely,

Gary S. Gevisser

ps. Before I began working on nextraterrestrial I cut my teeth on footsak.com. Footsak is South African slang for "giving someone a kick in the rear" a far cry from a "kick in the teeth."

From: Rutley, Cheryl [Cheryl.Rutley@Nextel.com]
Sent: Friday, June 14, 2002 10:47 AM
To: 'Gary S. Gevisser'
Subject: RE:

Hi Gary,

Is your phone not running? Please let me know. I also need to set the expectation clear from the beginning. I am your account rep, but that does not mean I don't have anything else to do. I am actually in outside sales, so I may be hard to get a hold of at times. As your account rep, there are certain things that I can handle, and certain things that I cannot.

I will help you out with billing issues, ordering accessories, ordering phones, and most importantly direction. If you have a question or service issue, I can tell you where to go (as you become more familiar with Nextel, you will already know).

At any rate, strictly speaking of your phones, here are the numbers:

760.594.1457- Danielle
760.594.1458- Jonathin
760.594.1459- Marie
760.594.1460- YOU

(These numbers can also be found on the box, which is why I didn't call you or email you. Most people see them.)

Again, please let me know if your phone is not working or something. You should expect that data cable in the next few days.

Have a great weekend!

Sincerely,

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Cheryl Rutley

From: Gary S. Gevisser [mailto:gevisser@pacbell.net]
Sent: Friday, June 14, 2002 8:55 AM
To: Rutley, Cheryl
Subject: RE:

cheryl-what is the telephone number for the phones...why not call me to check on things just to make sure I didnt get washed away in the surf but dont assume I am all washed up either? I think I was very clear with you as to why I bothered to come all the way into Mission Valley; my mission being two fold, one to walk out of there with a phone otherwise I could have simply done things with "Billy" over the phone saving us all what is surely now going to receive a mention in my book Manager Minute One. There is a further point, point #3, everything is in 3s with me. I am into playing hard as well as working hard; games all important, sporting games that is, not to be confused with head trips; those I leave for my girlfriend when we travel and we travel "quite a byte" [sic].

I suggest you make absolutely certain that the service you are putting me on gets up and running in short order and that you conitue to monitor that I am in fact getting the best possible deal you offer your most valued customer. Now if for any reason you dont consider me in the ranks of your "most valued customer" then all you need to do is tell me so along with an explanation of what it would take to become one. I am assuming you have checked out my website that remains under construction but there should be enough there for you to know that when I mean business I mean business. In that regard I will forward to you an email I sent a restaurant owner trying to make several points in one including that mountains start out small as in "mole holes" and if we dont pay attention to the moles on our skin they can turn deadly...balancing out the benefits of thick skins with the need to remain sensitive to one another is one of life's challenges.

Take care,
Gary

From: Rutley, Cheryl [Cheryl.Rutley@Nextel.com]
Sent: Thursday, June 13, 2002 4:11 PM
To: 'Gary S. Gevisser'
Subject: RE:

Hi Gary!

The phones were shipped directly from the warehouse, so I wasn't able to put a note in it. The data cable was shipped separately- will arrive within the next few days.

Hope all is well!

Cheryl

From: Tschirren, Angi
Sent: Thursday, June 13, 2002 4:09 PM

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To: 'Gary S. Gevisser'
Cc: Rutley, Cheryl
Subject: RE:

Gary,
I think it was Cheryl, wasn't it? The phones are shipped directly from the warehouse, so she wouldn't have the opportunity to include a note. She could help you with learning the phone.

Cheryl,
Could you give Gary a call?

Thanks,
Angi

From: Tschirren, Angi [Angi.Tschirren@Nextel.com]
Sent: Thursday, June 13, 2002 3:48 PM
To: 'Gary S. Gevisser'
Subject: RE:

Sorry, I have not been able to reply until now as I have been in class. Anyway, to answer your question, the SIM pin is (4) zeros.

From: Gary S. Gevisser [mailto:gevisser@pacbell.net]
Sent: Thursday, June 13, 2002 2:23 PM
To: Angi Tschirren
Subject:

Angi -- i managed to turn on the cell phone but it now asks for a pin number? I am not a very high tech person, much more into the high touch... Please help. gary

From: Gary S. Gevisser [mailto:gevisser@pacbell.net]
Sent: Thursday, June 13, 2002 1:45 PM
To: Angi Tschirren
Subject:

Angi hi -- i got my telephones yesterday but i dont even know my telephone to mention little of there being no connection device to my computer... no note from the sales rep... dont know what i did with her business card otherwise i would email her directly...

Hope all is well.
Gary

From: Gary S. Gevisser [gevisser@pacbell.net]
Sent: Wednesday, June 12, 2002 7:22 AM
To: Tschirren, Angi
Subject: RE: Nextraterrestrial

...working backwards I have found helps keep things in perspective given how quick we are prone to forget.. but that is only one perspective that I subscribe to...it is all about multi-face-it-ted, tTOo faced made to look odd, the rest to

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embrace. I read very little, again it is all relative but I would be interested in your critic of the oz principle. I dont think I say anything that hasnt been said before; my "mentor" is pythagoras yet we have no record of any of his writings, in other words I try not to assume anything. I did buy a book the other as a result of my hairdresser recommending it, the four agreements, and to the credit of its author the cover said it all and i am told it is a best seller; proof positive that you can in fact not only tell a book by its cover but how success, especially financial success tends to add layer upon layer of bullshit until the butt is full to mention little of how easy it is to uncover folks by paying attention to their written word. It is rare that I praise someone just for what I hear because most often what one hears is out of context especially when listening in to others conversations.

When however I hear competency combined with integrity to mention little of listening carefully to the needs of others it is hard for me to stay still, far different than when I hear nonsense, always trying to remember to convey even to the most outrageous a way out, to take a deep breath which is best achieved while "standing still." I will forward to you a not so little email i sent a restaurant owner the day before yesterday after he intervned to help resolve a problem i had with the managers of his two restaurants. Come to think of it i dont remember telling him nor his managers that it was time to "stand still" let alone take a deep breath.

I would very much like to get your input as we put our war-peace-perpetual machine into motion. Also I am a little dissapointed with the response from my saleslady at Nextel. I have yet to receive the equipment and you may recall my purpose for coming all the way to mission valley was to expedite the mission. I had first discussed my needs over the telephone with one of your reps by the name of billy who suggested that although he wouldnt earn a commission on the transaction the best way for me to get going immediately was to head south. So far all i have to show for my trouble was running into you which by the way more than makes up for the poor performance of that sales rep who simply proves out the rule that despite having the best of teachers not everyone listens as hard as they should...ipsofacto there is room to improve... competition is part of our nature, i.e. STABLE; you can dress them up but you cannot always take them out to the finest of restaurants, Pacifica Del Mar to boot.

Gary

From: Tschirren, Angi [mailto:Angi.Tschirren@Nextel.com]
Sent: Saturday, June 08, 2002 1:38 PM
To: 'gevisser@pacbell.net'
Subject: Nextraterrestrial

Gary,

I wanted to thank you again for taking the time to talk with me the other day. I too, believe that most things happen for a reason. You have no idea, how timely our meeting was for me. I really needed your kind words and encouragement. Even the most positive attitude needs a 'booster shot' every once in awhile. Please know you boosted me when I needed it most.

Anyway, I went on your site and wanted to share a few thoughts about it. The mission statement stirred many of them (thoughts). For many years I have been fighting the fight to help friends, family, acquaintances, employees, etc. understand that we are all responsible for the choices we

Next-i-tails for the seeing AND those seeking empowerment

make. And therefore we are accountable for the results of those choices. I say 'fighting the fight' because this task of sharing this belief can be quite a challenge... challenging, frustrating, and in many cases rewarding all at the same time. I must say it is so refreshing when I run across tharare individuals who already share in the belief of this very basic concept. Especially when so many, are just as strong in the belief that they are victims of their circumstances. I'll leave it at that... but know, I could go on and on about this topic, as I am beyond passionate in this same belief.

Have you ever read The Oz Principle? This book is about this very topic. I am in the process of reading it right now. It discusses this epidemic (lack of accountability) and how it affects society, and more specifically organizations.

I am very interested in hearing more. I am very interested to find out how I may become more successful at sharing this 'grandiose' idea!

Angi Tschirren
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From: Tschirren, Angi [Angi.Tschirren@Nextel.com]
Sent: Saturday, June 08, 2002 1:38 PM
To: 'gevisser@pacbell.net'
Subject: Nextraterrestrial

Gary,

I wanted to thank you again for taking the time to talk with me the other day. I too, believe that most things happen for a reason. You have no idea, how timely our meeting was for me. I really needed your kind words and encouragement. Even the most positive attitude needs a 'booster shot' every once in awhile. Please know you boosted me when I needed it most.

Anyway, I went on your site and wanted to share a few thoughts about it. The mission statement stirred many of them (thoughts). For many years I have been fighting the fight to help friends, family, acquaintances, employees, etc. understand that we are all responsible for the choices we make. And therefore we are accountable for the results of those choices. I say 'fighting the fight' because this task of sharing this belief can be quite a challenge... challenging, frustrating, and in many cases rewarding all at the same time. I must say it is so refreshing when I run across tharare individuals who already share in the belief of this very basic concept. Especially when so many, are just as strong in the belief that they are victims of their circumstances. I'll leave it at that... but know, I could go on and on about this topic, as I am beyond passionate in this same belief.

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