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Wealth with a Mission is Power

In his book, *Principle Centered Leadership*, Stephen R. Covey noted: **“Too many families are managed on the basis of instant gratification, not on sound principles** and rich emotional bank accounts. Then, when stress and pressure mount, people start yelling, overreacting or being cynical, critical, or silent. Children see it and think this is the way you solve problems-either fight or flight. And the cycles can be passed on for generations. This is why I recommend creating a family mission statement.”

By drafting a family mission statement, you are providing your family a compass to guide it through the various phases of childhood, adolescence and adulthood. This compass becomes the family’s tool to keep everyone on their own unique path of building the core, the values of the family.

Most families don’t have mission statements. The main consequence to not developing a mission is the eventual drifting apart of the family members. Sure, two generations who grow up in the same house usually still have some relationship as adults but within one or two generations later, there is already a gap in the connection. Think about it yourself: **as you look back three generations to your great grandparents, can you even name them all?** Just looking back 2 generations, to your grandparents, do you know what they stood for, what attributes they wanted to pass on to you? Did they have a mission and did it include you? Probably not.

It doesn’t take that much to create a mission statement. It can be done in baby steps from wherever you are.

Initial baby steps include:

- As a family, **identify and talk about your individual as well as your collective values.** By doing this each family member will have a greater understanding of the driving forces and core meaning each individual has and the purpose the family values would have for them collectively. This is an opportunity to ask yourself both as an individual and as a family what do you value, what is your family all about?
- **Determine together the purpose of your family.** From your values you can determine how you want to develop them for generations to come. This is a time to ask yourselves: What do we stand for? What is our reason for being?”
- **Create your communal mission statement** that together you want to move forward with your strong foundation of unified values and purpose.
- **Discuss how each individual can add meaning** to your new purpose and mission through their strengths and values.

A family mission statement will set the roots for your family tree to develop for years and generations to come. **It will provide a new and rich emotional bank account for your family to draw from. And that is power.**

Life is so much brighter when we focus on what truly matters...



We have heard the phrase *“live each day like it’s your last”*. We updated it to *“live each day like it’s your best”*.



This Month’s Offer:

For those of you in the Legacy Focus programs, we will provide an extra 20 minute call with Bhaj for a question or concern you might have about keeping your family connected for generations. This is in addition to your regular March call with Bhaj

Contact grace@focusandsustain.com to take advantage of this exclusive offer.

This offer ends on March 23, 2017

March Madness

With a lull in consumer viewed pro sports like baseball, football, soccer, tennis, and golf, this is the month for **college basketball** to make its mark, to take center stage. Yes, March Madness has arrived in the form of a two week tournament of **68 teams in the men’s, and 64 in the women’s tournament** with the finals hosted in Glendale, Arizona for the men and Dallas, Texas for the women. Warren Buffet, a few years ago, offered \$1 billion dollars to the person who filled out a perfected bracket online, prior to the tournament starting. No one collected the Big Prize. Last year he offered a prize that could have paid out \$1 million a year. No one claimed that prize either. You have to be an employee of Berkshire Hathaway or its subsidiaries to enter.

And who can forget these March notables?

- The Swatch watch was introduced in 1983
- Yellowstone National Park became America’s first national park in 1872
- CDs and disc players were finally released in the U.S. in 1983. They were already available in Japan.
- In 1807, Congress “...prohibit the importation of slaves into any port of place within the jurisdiction of the United States...from any foreign kingdom place or country.”
- Oil was discovered in Saudi Arabia in 1938
- The first online domain name was registered in 1985: symbolics.com

“You never know how strong you are until being strong is the only choice you have”

Bob Marley

Life Matters

Quick Tips

Life Focus



Money Focus

You want productive behaviors that support your intention with money.

What is your intention with money? Use the 5 S.I.D.E.S.© of Money to help you frame up your intentions so you become more purposeful, and then more intentional with your money.

Are you the one who pays for everyone when you have coffee or dinner or buy tickets for an event? ? Do you find yourself surprised by unexpected expenses? Do you think about saving only to find that you come up short?

The behaviors you have will show you how you are stewarding your money and how well you are supporting your intentions with money.

Living with a spouse/partner can become so routine that silence becomes a dearer friend than conversation. This can make it difficult to have important conversations. Silence has become too powerful. **To re-establish a meaningful connection try this:**

Pick a subject that is of interest to your spouse and schedule conversation times where you ask them: "What is important about _____ (fill in the blank with your subject) to you? Then listen without interrupting to what your spouse/partner has to say. Follow this up with: "**How can I support you** in expressing this or in delving further into this?" to establish a connection that lingers between the two of you.

Is silence all that remains in long term relationships? Of course not. **The magic of meaningful communication can effectively rekindle drifting connections.**



Legacy Focus

Data has shown that **70% of families lose their wealth by the end of the second generation while 90% lose their wealth by the end of the third generation. Even with careful estate and financial planning, this statistic remains intact. Why does this happen?**

Often, the second and third generations are raised with the money and have no reference point to its origin, history, or meaning. They do not understand what it took to accumulate the wealth, and they do not understand its role as anything beyond what benefits them personally.

When this happens, the drive to make money can be severely impaired and instead replaced with feelings of entitlement. What is your family's reference point with money? Is it clear to all generations?



Life Matters

N.Cog Nito Reflects on March's Holidays



I don't know who picks these holidays 'cause if it was me, well, I'd tell you what I'd pick in a minute. Don't get me wrong, there are some I will absolutely observe like: **"Popcorn Lover's Day"** on March 9, **"Make up Your Own Holiday Day"** on the 26th, or **"Take a Walk in the Park Day"** on the 30th but some of these other ones, really?!!!!?

Okay, for those who would like more days to celebrate or venerate, here are a bunch of holidays to enjoy: March 6 is "Dentist's Day", March 8 is "Be Nasty Day" followed by, on March 9 with "Panic Day" - seems appropriate, somehow. On March 13, you have "Ear Muff Day" - I'm thinking this is a little late in the season for some. The 18th is "Supreme Sacrifice Day" -

hmmm - **am I supposed to sacrifice a Supreme, or am I supposed to make a Supreme Sacrifice**—maybe I'll keep that one off the calendar. We head to the end of the month with "National Goof Off Day" on the 22nd followed by "Waffle Day" on the 25th—can I waffle on what that even means or do I have Bhaj make me a couple of her delicious pancakes in waffle style? Then on the 28th we have **"Something on a Stick Day"** -well that's easy, I'll celebrate the shades I always wear. And finally on the 30th there is the "World Backup Day" – wow, **I wonder what the backup system is for the world?**

These are okay but there are a few I'd suggest, like: Stick in the Mud Day, Sticky Situation Day, Sticks and Stones Week, Branching Out Week and of course, and Handsome As You Are Day. I wonder where can I send my suggestions!?



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"It is good to have an end to journey toward; but it is the journey that matters, in the end"

Ursula KLe Quin