Do It Right
The First Time!

Everything Counts!

Gary Ryan Blair
THANK YOU for your interest in Everything Counts, where our mission is to inspire, promote and celebrate excellence.

Everything Counts, is an execution strategy for inspiring excellence and driving exceptional results.

Its meaning is simple, yet powerful:

“Everything you say; every thought you entertain;
and everything you do has a direction, which serves as an advance
or a retreat in respect to your pursuit of excellence.
Everything — regardless of size or intent — has bottom-line
consequences; therefore, everything counts.
This is the golden rule of excellence.”

Self-knowledge grows as you subject your life to examination. Listening to your own speech, reflecting on your own thoughts, looking at your own actions—these are the processes by which you master yourself.

You shape your philosophies and yourself by observing and striving to understand the events of each moment. A focus on virtues to attain and vices to forego is crucial.

In this complimentary lesson titled, “Do It Right the First Time”, you will find twenty-one compelling reasons why you should embrace excellence as your ideal performance standard.

The most important part of this lesson is what you decide to do with it, to include your actions, contributions, decisions and the results of those decisions.

To that end, and to focus your efforts on doing everything right the first time, I challenge you to act on each idea and to apply it to every part of your life.

It gives me great personal pleasure to welcome you to Everything Counts, a community of people and organizations who are committed to excellence and exceptional high standards.

Everything Counts!

Gary Ryan Blair

P.S. For speaking, training or coaching services, please visit us at Everything Counts!
Do It Right The First Time!

Twenty-One Compelling Reasons to Commit to Excellence

Gary Ryan Blair

Doing Things Right the First Time is a philosophy, a mentality, and a performance standard. It’s a practical measure against which any system; process, action, or outcome can be analyzed.

Doing Things Right the First Time is NOT about being perfect. It is about changing your perspective and improving your performance.

You change your perspective by demanding that you:

- Recognize the high cost of mistakes and quality issues;
- Continuously think of the places where flaws occur in your performance;
- Work proactively to address the flaws in your systems and behaviors so that quality performances take place.

The following are twenty-one compelling reasons to raise your game, enhance your reputation and fast track your results.

1. Do It Right the First Time, because failure is more expensive in terms of time when you have to do the job over again!

2. Do It Right the First Time, because success eliminates the agony and frustration of defeat!

3. Do It Right the First Time, because money spent to fail, must be spent again to succeed!

4. Do It Right the First Time, because your credibility decreases with each failure, making it more difficult to succeed the next time!

5. Do It Right the First Time, because the joy and expressions of affirmation come from succeeding, whereas feelings of discouragement and discontent accompany failure!
6. Do It Right the First Time, because your reputation becomes contaminated with both yourself and others, which leads to lost future opportunities!

7. Do It Right the First Time, because your confidence takes a hit, making it more challenging to get back in the game psychologically!

8. Do It Right the First Time, because energy wasted on the first effort, must redoubled in order build and sustain momentum!

9. Do It Right the First Time, because the errors in critical thinking and judgment, which lead to failure, must be changed before success can be realized!

10. Do It Right the First Time, because success sets a positive example and precedent for future accomplishment!

11. Do It Right the First Time, because success attracts people and opportunities, which can impact your life for the better!

12. Do It Right the First Time, because failure negatively reinforces a sense of incompetence, which impacts your self-esteem!

13. Do It Right the First Time, because the demonstrated values that lead to success inspire you to take on greater challenges with supreme confidence!

14. Do It Right the First Time, because mediocre efforts will never lead to excellent results!

15. Do It Right the First Time, because the shelf life and window of any given opportunity is often so short, that once missed can never be reclaimed!

16. Do It Right the First Time, because it takes a lifetime to build a solid track record and only one screw up to sabotage your career!

17. Do It Right the First Time, because the passionate pursuit of success is very difficult to reclaim once you experience failure!
18. Do It Right the First Time, because the people who depend on your efforts expect that you’ll perform as promised!

19. Do It Right the First Time, because taking pride in one’s work is impossible when you have to explain poor performance!

20. Do It Right the First Time, because your tolerance for risk becomes marginalized when you experience failure thus making it more difficult to succeed the next time!

21. Do It Right the First Time, because uncorrected problems and patterns will continue to repeat themselves, which make more failure inevitable and success impossible.

The passionate pursuit of excellence by doing things right the first time is what gives work greater meaning and which gratifies the human soul.

When the work we do is the work we love and take great pride in, the results are a shining testament of excellence. Excellence first, excellence always and a commitment to things right the first time is the mark of greatness.

“I love this book. Everything Counts is a must read if there ever was one.”

Ivan R. Misner PhD
Founder and Chairman
BNI (Business Network International)
Gary Ryan Blair is a visionary and gifted conceptual thinker. As one of the top strategic thinkers in the world he is dedicated to helping his clients win by creating focused, goal-directed lives.

His library of world-class books, tapes, and programs are enjoyed by more than 80,000 companies and over 4 million people worldwide. In fact more than 60% of the Fortune 500 use material from The GoalsGuy to intensify focus, improve performance, and maintain a competitive edge.

For Workshops and Retreats: Info@EverythingCounts.com or 877.462.5748

How We Can Help

For over 15 years, we’ve been helping firms like IBM, Apple Computer, Disney, Starbucks, American Express, Monster.com, NASA, and others, intensify focus, improve performance, and maintain a competitive edge.

Since the day we first opened the door, our mission has been to inspire, promote, and celebrate excellence. Our motto says it all; our goal is simply to help you achieve yours. To that end, our assistance includes:

- **Coaching**, one-on-one, and small group coaching initiatives designed to increase your sense of direction, performance, and profits.

- **Training Programs**, high-impact training programs designed to enhance productivity and performance.

- **Keynotes and Retreats**, customized presentations that energize, motivate, and inspire peak performance.

- **The 100 Day Challenge**, an explosion of focused, goal-directed activity where you compete at an insanely high level in order to achieve a number of challenging goals within 100 days.

- **Books and Self-Study Resources**, a library of powerful handbooks, DVD’s and self-paced materials that educate and inspire.

- **Licensing Opportunities**, a turn key cash cow allowing you to customize, promote and profit from our programs and trademarks.

The GoalsGuy handbooks, training programs and coaching services offer you an energizing, effective way to transform your business and your life.

The experience of more than four million people worldwide has proven that what you learn in our programs really can change your life.

If success is your destination, than let me and my team guide your journey.

Everything Counts!

Gary Ryan Blair

Contact us at: Info@EverythingCounts.com | 877.462.5748 | EverythingCounts.com