

Chapter Nine- Excerpt

Chapter 9 – The Photosynthesis of Ideas

Turning Vision into Provision

“It is not the critic who counts, nor the man who points how the strong man stumbled or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat and blood; who strives valiantly...who knows the great enthusiasms, the great devotions, and spends himself in a worthy cause; who, at best, knows the triumph of high achievement; and who, at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who know neither victory nor defeat.”

Teddy Roosevelt

After speaking at an investment seminar in Belize, my wife and I hired a driver and invited our dear friend, Joe Johnson, another presenter at that event, to head off for a few days and explore the only English speaking country in Central America. Belize is a beautiful country with lovely beaches, lush countryside and of course some tropical rainforest as well. The thing that struck me as we drove up the coast and later on up through the Maya Mountain range in this resource rich country was the complete lack of vision. Most homes were in disrepair or

only half built. I saw nothing done with excellence except the resort hotels by the beaches. It amazed me that a country so rich in resource, so blessed with beautiful climate, so abundant in natural provision would see itself in such a slovenly light.

If you think it's just that they are a poor, third world country, I would disagree. They are a rich country. They just have a poor mindset, limited vision and very little drive. If Belize was a client of mine and I could help them run it like a company, it wouldn't be long before we were lifting the national malaise, working fruitfully and turning a profit which would be shared with stakeholders proportionate to their contribution. Certainly there are exceptions and the people I met in Belize were kind and gentle people, but they were living so far below their capacity. It was sad. Their collective countenance was what you might expect to see on the faces of the last place high school basketball team after they were routed by the second from last place team at the end of another losing season! Their eyes were open, but there was no light on inside.

Stepping in to fill the void are Europeans, Americans, Asians and many others who come to Belize to build for themselves the life originally offered to and intended for the beautiful people of Belize. What Belize and other countries like it need are the same things a successful company needs... the will and ability to transform intangible vision (dreams) into tangible, physical reality. From my

limited perspective, the Belizeans could readily see the vision of others taking shape and no doubt, many wanted to live that dream themselves but counted themselves out, due to perceived lack of finances or knowhow, etc. Whether you lack vision and have talent or lack talent but have vision, either way the most you can hope for is to see your dreams float by you like a cloud in the summer sky unless you do something about it! That's why I wrote this book and in particular this chapter!