

2005 CALENDAR OF EVENTS

February 27- March 5	Pittcon 2005 Orlando, Florida Web: www.pittcon.org
March 6-8	Compressed Gas Association (CGA) Annual Meeting Saddlebrook, Wesley Chapel, FL Web: www.cganet.com
March 13-15	International Boston Seafood Show Boston Convention & Exhibition Center, MA Web: www.bostonseafood.com
March 29-April 1	National Hydrogen Association Conf. Washington, D.C. Web: www.hydrogenconference.org
April 12-15	AchemAmerica 2005 Mexico City, Mexico Web: www.achemamerica.de
April 24-26	GAWDA University SMC Dallas, Texas Web: www.gawda.org
April 26-28	AWS Welding Show/GAWDA Pavillion Dallas, Texas Web: www.aws.org
June 1-3	GAWDA University SMC Dallas, Texas Web: www.gawda.org
July 11-15	SEMICON West Moscone Center, San Francisco, CA Web: www.semi.org
September 12-17	International Essen Welding Fair Essen, Germany Web: www.messe-essen.de
September 20-24	GAWDA 61st Annual Convention Grand Wailea Spa & Hotel - Maui, HI Web: www.gawda.org
October 18-20	Medtrade 2005 Atlanta, Georgia Web: www.medtrade.com
October 22-26	International Oxygen Manufacturers Association (IOMA) Hong Kong, Peoples Republic of China Web: www.iomaweb.org
November 13-16	AWS — FABTECH McCormick Place, Chicago Web: www.aws.org

Send your Calendar Items to Editors@cryogas.com

Art of Selling...

by Art Waskey

What am I going to be when I grow up?

A man came into my office and plopped into a chair across from my desk. He was obviously deeply depressed. I asked my colleague how I could help him. He responded by asking a very profound question, "What am I going to be when I grow up?"



I've met people in their 50s, 60s, and even 70s ... still asking that same question. How many times have you asked yourself that identical question? We think its juvenile, but really, it is critical to ask ourselves this question at least once a year.

One of my favorite contemporary spiritual authors, Max Lucado, advises, "The most powerful life is the simplest life. The most powerful life is the life that knows where it's going, that knows where its source of strength is, and the life that stays free of clutter and happenstance and hurriedness."

As we start another New Year, isn't it time to set specific goals. After all, where will you be at the end of 2005 if you haven't planned where you are going today?

Several years ago, a consultant friend, Bill Duncan, Pegasus Systems, introduced me to a program, "Goals for Your Own Good." Bill suggests, "Goals should come from your dream to get more out of life."

Goals can be subdivided into major activity areas of life. Divide your life activities into eight general areas as follows: Family & Friends, Vocational & Career, Physical & Health, Financial & Material, Social & Community, Spiritual & Psychological, Mental & Intellectual, Recreation & Fun. Consider taking eight sheets of paper; spend time listing dreams you might have in these areas. After thoughtful contemplation, prioritizing these dreams will give you your goals for 2005.

The gentleman in my opening story was 71 years old; he had multiple degrees including a Doctorate in Theology. His life had taken several career paths: theologian, missionary, and psychologist. When I asked him what he was passionate about, he told me he loved to write. Then, it was as if a light went on; he leaned back in the chair and started to drift with a big smile on his face. "I want to write articles to senior citizens on how to deal with life." We devised a plan for him to submit several articles to senior trade magazines. He left my office excited and rejuvenated!

The next time you find yourself asking my dear friend's question, "What am I going to be when I grow up?" ... maybe it's time to set some goals. This activity will begin to help you focus on what *IS* important to you and eliminate those activities that really don't count. Remember ... this is your life you are working on ... so take your time ... you're worth the effort!!! ■

Art Waskey is currently Vice President of Sales & Marketing for General Air Service and Supply Company in Denver, Colorado. He is also a sales consultant, motivational speaker, and Distinguished Toastmaster. He can be reached via e-mail at awaskey@generalair.com or his business website www.impactspeakingdynamics.com.