

Power of Daily Contact

By Ken Larson

I have been blessed to be a successful investment advisor for a NYSE investment firm for over 25 years. I have pondered how I have been able to succeed in this business for so long. Upon reflection I think it was mainly due to having a sponsor or teacher. In a complicated business there is just too much information to learn on your own. I discovered that it was a huge advantage that my sponsor was available on a daily basis; he was there whenever I needed him. I didn't have to wait for a weekly or monthly meeting to get feedback and answers; I received input when the ideas or questions were fresh in my mind.

In my first attempt at a career I was not so fortunate. I was selling copy machines. It was a complicated business for a new salesman. In this case, my sponsor was not available on a daily basis. He took other team members out for a daily breakfast but I was not included. In his defense we were not a perfect match and, to tell the truth, I'm glad it worked out the way it did. However, I needed the daily input as well but he was not willing to share it with me.

I think the benefit of having a sponsor is that a sponsor can quickly tell you "how it really is." Most businesses run by a set of rules but it is the interpretation and working out of those methodologies that makes the difference between success and failure. The ability to process the job with someone who understands how to succeed in a particular job is invaluable. This processing of the job with someone else is what I call Life-Walking.

John 4:23,24 talks about worshipping in spirit and truth. This seems to indicate that our relationship with God is more than just an understanding of Christian principals and how they work but also why they work. I think it may be termed that we need to know both the knowledge and heart of either a job or Christianity to succeed. I believe that in processing or life-walking a problem with someone is where you get your heart involved not just your head. You can read or learn about something but it is in the living of the principles that you can "know" it.

Daily contact or availability seems to be an important ingredient in developing relationships where we are closely knit with one another. My closest relationships come from my family (my brothers), school, college, and work. The common thread in all of these relationships is daily contact. I do have a few close relationships from church but that is only due to the fact that I have invested in these relationships to take them to a deeper level; we got out of town and camped or played sports together. Without the commitment of daily contact and the effort to go deeper, the rest of my relationships have stayed as either acquaintances or fellowship where I reveal very little about my true self, I don't share "my stuff." The relationships where I really process the "stuff of life" with someone else I have termed life-walking.

Life-Walking with someone takes a commitment and a reason for the relationship. Usually a cause or common goal is involved. It may be getting through a freshman year

or willing a football championship. It also can be the desire to grow as a person and as a Christian. It takes a deep commitment and for that reason, I can't develop too many of these relationships in my life. Jesus had 12 disciples and if you look further maybe 3 really close friends, Peter, James and John. But I need enough life-walking relationships when I need someone "to really understand and get help" I know who to call and don't need to spend all my time getting the other person "up to speed."

Because I had moved my family 1000 miles away from home after college and starting a new career it was important for me to learn the skill of developing life-walking experiences. I found it wasn't that easy. I'm outgoing. I am investment advisor, so it is my job to meet and connect with people. The problem was not getting to the fellowship stage but beyond where the relationship took on dimensions of coaching, mentoring, trusted advisor and life-walking.

While working with a prayer group of guys I stumbled on the concept of daily contact. I formalized the process and made that contact 10 minutes a day, 5 days per week, for 12 weeks and called it an Opportunity Season. The results were amazing. Using the "tool" of an Opportunity Season I was able in a short time to develop deep relationships and move my life message and goals forward. Things that I had been trying to do with limited success for a number of years.

The "secret sauce" of developing the relationships was the daily contact. There are other elements but the daily contact seemed to be the most powerful element. Growing up with family was daily. School was daily. Sports practice was daily. A co-worker was daily. As I looked for relationships in my life where I moved to a place of life-walked with someone these relationships were all built by at least the availability of daily contact.

Power of Daily Contact

1. Reduces the risk if I "*share too much*." I know I can fix it or correct the conversation the next day. I don't need to wait for the next meeting in a week, month or quarter. Too much chance to forget or start the wrong kind of gossip I don't need.
2. Get support and input when I need it. Something good happens I want to tell you now. Something bad happens I need help now. This provides momentum.
3. More energy and continuity.
4. We don't need to hurry topics. There is always time the next day.
5. Daily provides opportunity for dialog not just sound bites.
6. Leaves time and space to leave the question open. (more about this later)

Opportunity Season (Tate Publishing) provides a simple structure and road map to facilitate Life-Walking. For more information on Life-Walking or Opportunity Season visit www.life-walking.com or www.opportunityseason.com

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Ken Larson is the author of *Opportunity Season*. He leads seminars and workshops on Life-Walking across the US. Ken is on the faculty of A Chosen Generation. He is an Accredited Wealth Manager and First Vice-President Investments with a New York Stock Exchange member firm. He is the President of Apollos Foundation, a foundation using the concepts of the venture capital model to establish and grow Christian organizations. He serves on the board of Forum Colorado, a ministry that encourages men to use their influence to better their communities. He is a double black diamond skier and “wishes” he could golf. Ken is married and the father of three grown children. He lives in Denver Colorado.

