

It is a “No No” to miss opportunities to build integrity!

Integrity: You are reliable, trustworthy, and knowledgeable about what you are doing! You are the expert when you are called. You are not just trying to do a task to do it, but you do it well. You are reliable and can be trusted.

Character is doing the right thing when nobody's looking. There are too many people who think that the only thing that's right is to get by, and the only thing that's wrong is to get caught. ~J.C. Watts¹ I love what Archie Carroll said about how in business integrity is being lost. As religion and faith are being driven out of the public square, the Judeo-Christian ethical foundations that have sustained our country since its beginning, are being lost and are being replaced with a humanistic amorality, a self-centered, pragmatic indifference that will ensure that our moral compasses will fail to point us in the right direction in the future.— Archie B. Carroll Professor of Management, Terry College of Business, University of Georgia²

In WWII the 9th infantry division was given the name “Old Reliable’s” by General Huebren V Company. At that time the 39th regiment was being led by Colonel Harry “Paddy” Flint. He created a slogan and sprayed painted it on every jeep and helmet of his regiment. It was the triple AAA-0 long. It represented his creed for this regiment; “Anything, Anywhere, Anytime, Bar nothing!” Flint was good friends with General Patton who once described him as crazy but a great fighter. He was killed in battle riding out front of his regiment as they were besieging a city in Germany. He was heard shouting “Come on boys these guys can’t shoot worth a darn.” This is not a direct quote as the language has been changed to protect the innocent. Integrity has everything to do with you being available as a business to your target audience and customers when they need anything, anywhere, and anytime. Building a business that meets those three criteria will give you integrity. As a leader use your WIT’s i.e **whatever it takes!**

Anything:

We do live in a whatever world. However, what if “whatever” was your business’ marquee. “Whatever you need we can and will get it done in our area of specialty. Whatever it takes is a great little statement for training and informing your customers of your integrity.

Anywhere:

Now I know anywhere has to be a difficult thing to live up to, but if you willing to go where you are needed you will always have work and your boldness is what people are looking for in a company. Think outside your own area. Where can create mini campuses or offices for your company? What would happen if every city and village had your company? Can you go anywhere?

Anytime:

Availability is always a key to success. How available are you to your customers when Murphy’s law is at work. If it can go wrong it will, at the worst time, and in the worst possible way. If you are the company they turn in that moment they will keep you around.

Bar none...

¹ <http://www.quoteagarden.com/integrity.html/> July 29, 2009; 5:11PM

² <http://www.leadershipnow.com/integrityquotes.html/> July 29, 2009; 5:14 PM

Recently Jim Carey started in a new movie called "Yes Man". The whole theme to this movie was to try to motivate people who watched to say yes more often by convincing you that yes people live better. Stop saying "No" and live! I think one of the ways that companies can continue to grow in this down economy is to find ways to say yes when the situations are the most difficult for your client.

AAA-0 "Whatever it takes!"

The following are press releases from the War regarding Colonel Paddy Flint

COLONEL H. A. FLINT KILLED - BURIED IN NORMANDY

LONDON, August 10, 1944 - Colonel Harry A. "Paddy" Flint who accepted the surrender of German military and naval commanders at Cherbourg, was buried on July 26 in a military cemetery near Ste. Mere Eglise in Normandy, it was announced today.

He died of wounds received the day before. The 56-year-old Colonel was famed in the United States Cavalry as the man who "came back." In 1940 he was injured and lost his sight and speech for ten days. Fully recovered, he escaped enforced retirement in 1941 when combat officers over 45 were being let out of the Army.

A graduate of West Point in 1912, he came to Britain in 1942 in the Services of Supply. He met Lieutenant General George S. Patton, Jr. in London and convinced his old friend to take him to North Africa. A supply officer in North Africa at first, Colonel Flint later commanded the Fifty-sixth Armored Infantry Regiment and then an Infantry Regiment. He fought through the Sicilian Campaign and won the D.S.O. and the Silver Star with Clusters.

Colonel Flint was born in Vermont. In World War I he served in the Cavalry and the Field Artillery.

August 21, 1944:

There was no doubt about it—at 56, cavalry-trained Colonel Harry A. Flint was overage to command infantry in battle. Yet there he was, in France, a happy dust-caked fugitive from half a dozen cushy supply and liaison jobs that were always threatening to keep him out of combat.

In France, as in North Africa and Sicily, "Paddy" Flint's aging, horse-bowed legs sometimes let him down in battle. When they did he would sit down for a spell. His men knew, and they loved him for his nerve. It was soldier's talk that "Ike" Eisenhower, a West Point plebe when the Colonel was a first-classman, had something to do with keeping Paddy up front. The arrangement suited old Paddy right down to the ground. France, beamed the ruddy Colonel, was his "graduation exercise" as a footslogger.

On the Saint-Lô-Périers road, Paddy's outfit was held up by heavy mortar fire. Up front, as usual, the Colonel and a rifle patrol soon found the trouble. Said Paddy over the walkie-talkie: "Have spotted pillbox. Will start them cooking."

He called for a tank, rode atop it in a rain of fire as it sprayed the hedgerows. The tank driver was wounded. Paddy crawled down, went forward afoot. A sniper's bullet got him as he led his patrol into the shelter of a farmhouse.

Aid men soon came up, loaded the Colonel on a stretcher. Said a Private as they started to the rear: "Remember, Paddy, you can't kill an Irishman—you can only make him mad." Colonel Flint smiled. Next day he died.³

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³ <http://www.arlingtoncemetery.net/haflint.htm/> September 10, 2009; 10:15

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