

# **The Five Propositions that Will Challenge Your Belief System in the New Normal**

*Richard Capalbo*

*Richard Capalbo Enterprises, LLC*



## Proposition #1



- There is a war going on between economics and politics

- 
- Keynesian economics has increased the role of the public sector dramatically



- 
- Keynesian economics has increased the role of the public sector dramatically
  - The multiplier effect of Keynesian economics has been suppressed by policies that hurt employment
- 

- 
- Keynesian economics has increased the role of the public sector dramatically
  - The multiplier effect of Keynesian economics has been suppressed by policies that hurt employment
  - Credit has been greatly curtailed and interest rates have been kept artificially low
- 

- 
- Keynesian economics has increased the role of the public sector dramatically
  - The multiplier effect of Keynesian economics has been suppressed by policies that hurt employment
  - Credit has been greatly curtailed and interest rates have been kept artificially low
  - Huge risks exist in world markets
- 

## Proposition #2



- There will be more of a premium than ever before on being the best at what you do



- 
- This will demand serious effort in sharpening skills






- 
- This will demand serious effort in sharpening skills
  - The “flat world” will greatly enhance competition from emerging nations
- 

- 
- This will demand serious effort in sharpening skills
  - The “flat world” will greatly enhance competition from emerging nations
  - Deliberate practice will come of age in the new normal
- 



- 
- This will demand serious effort in sharpening skills
  - The “flat world” will greatly enhance competition from emerging nations
  - Deliberate practice will come of age in the new normal
  - Those unwilling to improve will find themselves ineffective
- 



## Proposition #3



- None of us will have enough time to deal with everything in our personal and business lives

- 
- Time management will become one of the most critical skills



- 
- Time management will become one of the most critical skills
  - Allocation of time will cause people to change their practices
- 

- 
- Time management will become one of the most critical skills
  - Allocation of time will cause people to change their practices
  - “If you don’t excrete, you die”
- 

- 
- Time management will become one of the most critical skills
  - Allocation of time will cause people to change their practices
  - “If you don’t excrete, you die”
  - You must get rid of more tasks either through delegation or just total elimination so you may concentrate on the really important issues
- 







## Proposition #4



- There is more than one right answer

- 
- We have become a one right answer culture



- 
- We have become a one right answer culture
  - Finding a right answer is just the beginning
- 

- 
- We have become a one right answer culture
  - Finding a right answer is just the beginning
  - Horizontal versus vertical thinking
- 

- 
- We have become a one right answer culture
  - Finding a right answer is just the beginning
  - Horizontal versus vertical thinking
  - What happens to me or my clients if I am wrong becomes an important consideration
- 

## Proposition #5


- You must create a robust capacity to enjoy the process



- 
- Creating a niche group that you enjoy





- 
- Creating a niche group that you enjoy
  - Find those who share your life objectives
- 



- 
- Creating a niche group that you enjoy
  - Find those who share your life objectives
  - Stay in the moment
- 

- 
- Creating a niche group that you enjoy
  - Find those who share your life objectives
  - Stay in the moment
  - Get rid of negative distractions
- 

- 
- Creating a niche group that you enjoy
  - Find those who share your life objectives
  - Stay in the moment
  - Get rid of negative distractions
  - Learn and utilize the steps to enjoy the process
- 





# The Response





- 
1. Discuss market volatility with your clients




- 
1. Discuss market volatility with your clients
  2. Get rid of your biggest weakness
- 

- 
1. Discuss market volatility with your clients
  2. Get rid of your biggest weakness
  3. “Excrete”
- 

- 
1. Discuss market volatility with your clients
  2. Get rid of your biggest weakness
  3. “Excrete”
  4. Re-evaluate your investment strategy
- 



- 
1. Discuss market volatility with your clients
  2. Get rid of your biggest weakness
  3. “Excrete”
  4. Re-evaluate your investment strategy
  5. Do something wonderful for someone every single day
- 