£25 and a Dream

Down under the under, a term I used to tell my American clients to describe where New Zealand was in relation to Australia has had one of the best summers for several years.

It's a chance to reflect as well on what makes this part of the world a special place.

And why I think that us Kiwis are a clever bunch of people when it comes to innovation and following our dreams.

Every year down under the under most of us get to take a few weeks away to enjoy our summer. I get to go to a family beach house I have been going to for 20 odd years.

Most of my partner's family have been going to this part of the world much longer, probably three generations.

The beach is a five-minute walk, it's a daily ritual with two children and of course Bruno the dog.

Part of summer holidays is reading, usually for me fiction an easy read about not much.

Kind of takes your minds off things if you can sprinkle that with the odd nonfiction it gives you some balance.

Those that have read some of my thoughts on goal setting know that I am not big on doing these in the New Year… I tend to set them at different times of the year so they overlap.

I was looking through some of my posts from years gone by and I came across this one, £25 and a Dream.

It's important I think in this day and age when our young folk think that they are the only pioneers of entrepreneurship, that we did have trailblazers paving the way, with as much passion and determination dating back a year or two.

To the post, one of the books I read on my summer holiday was: "Only Two Seats Left" the

story about Contiki.

Its author and Contiki founder John Anderson blends his autobiography, and tales of travel into a great read its Australasia's great untold business stories.

A story about a company that started on just £25 pounds and became a worldwide travel company.

For those that do not know about Contiki, it's a travel company for the 18-35-year-olds.

You get to explore Europe and other parts of the world with other young people your age. Many friendships are formed that have lasted years. He says that he thinks the company is responsible for over 5000 marriages.

It had such an impact on so many young people and these are told in this great read.

There are also some great lessons we could all take note of if we are in sales,

I am going to explore a few with you with a couple of revamped posts and lessons I learned from John's book.

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coaching, and much more. Join me by clicking here

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Good Selling

Mike Brunel