

The One Habit That Will Change Your Life

By Lewis Schiff

It was during a team-building exercise many years ago that I first discovered a talent I had no idea I possessed. The exercise itself was pretty run-of-the-mill—name one special skill or talent for each person in the room. I certainly wasn't expecting to hear anything life-changing, but I was taken aback when multiple people told me that I was very good at asking questions.

It was not really something that I had ever considered to be a personal talent. It was, and is, just something that has always come naturally to me—something that I've never really had to think about. And that's the thing. Your true talent isn't something that you need to focus on to do it well, and it isn't something that you will consider remarkable.

Rather, it is something that you should work on honing once you discover it, and it is definitely something that should be incorporated into your career. I've spent years working on turning my knack for asking good questions into a career and have helped thousands of other people do the same with their own talents.

Asking good questions and translating the answers to help other people access great insights has become what I call my "language"—the way that I communicate with the world. One key thing that I've found really successful entrepreneurs have in common is that they've built their businesses around their own languages. They've identified their own innate special talents and have worked to build careers based on their ability to do what they do best. No wonder they wound up so successful!

Once you identify your own talent, you'll know your own language, and you'll be one step closer to building a successful career. This is such a basic, foundational insight that I call it "The First Habit."

Why do I refer to this as a habit instead of an insight? Because knowing your talent isn't enough. Making your talent work for you is an ongoing process, requiring you to develop it, hone it, and build it into a viable career. The obvious applications for your talent probably won't jump out at you immediately, but don't get discouraged. It may take a few nights—or weeks—of brainstorming to come up with a viable business idea that really takes advantage of your skill. Here are four steps to making



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Coney Island Wastewater Treatment Plant Level 1 BNR Upgrade
NYC DEP Contract No. SF-BNR-CI
Bid Date: October 10, 2017

Description of project:
This project, to construct a Level 1 BNR upgrade, is being implemented in order to meet specific total nitrogen (TN) limitations for discharges to Jamaica Bay. The work required includes, without limitation, the following:

1. Aeration system improvements, including the addition of baffle walls and mixers to the aeration tanks,
2. Construction of a new froth control system that provides a combined surface wasting of activated sludge (SWAS) and froth collection and transfer system in the aeration tanks, including tote based polymer systems, the rehabilitation of existing aeration tank plant effluent spray water system, and extension of spray water system to serve new SWAS wet wells,
3. New aeration grids including drop legs, grid distribution piping, and fine bubble membrane diffusers in the aeration tanks,
4. Ancillary structural, civil, electrical, instrumentation, and control work required to implement the above referenced Level 1 BNR upgrade improvements.

Many bidding opportunities available.
If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Matthew.DeGudicibus@skanska.com

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Flood Mitigation and Resiliency 148th Street Yard
MTA NYCT Contract No. C-34839
Bid Date: October 10, 2017

Description of project:
The work consists of construction of perimeter flood protection wall, portal flood protection, and replacement of power cables and switches at the 148th Street Yard in the Borough of Manhattan. The work includes: extension of existing sheet pile wall along Harlem River, land side perimeter wall, replacement of track, providing stop log flood gate, new drainage and track work at portal, signal work, removal and disposal of power cables, third rail hand switches, duct banks, and installation of new power cables in new duct banks and new third rail hand switches.

Many bidding opportunities available.
If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Matthew.DeGudicibus@skanska.com

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Design-Build of Electrical and Mechanical Rehabilitations at the RFK Bridge Harlem River Lift Span, and All Associated Work as Described in the Specifications, Drawings, and Solicitation Documents
MTA Bridges and Tunnels Contract No: RK-07
Bid Date: October 31, 2017

Subcontracting opportunities include but are not limited to painting, electrical wires and controls, barges, safety boats, miscellaneous steel fabrication, survey, machinery and asbestos remediation. Engineering/architectural opportunities include MPT design, geotechnical, code compliance, BIM, utilities, environmental, and survey engineering. Please see contract documents for further opportunities.

Interested firms please contact John Papagiannakis at Skanska Koch Inc., john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

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Mid-Suffolk Electric Yard
MTA LIRR Contract No. 6259
Bid Date: September 2017

Description of project:
Expansion of the LIRR Ronkonkoma Yard by construction of eleven additional tracks, substations, storage buildings, and employee facility.

Many bidding opportunities available.
If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Matthew.DeGudicibus@skanska.com

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Enhanced Stations Initiative (ESI) 31 Stations, Package 4 + 7
MTA NYCT Contract No. A-36622D
Bid Date: September 2017

Description of project:
Contract A-36622D, Package 4 + 7, for enhancements at the following stations:

Package 4

- 57th Street Station, Manhattan (6th Avenue Line, IND)
- 23rd Street Station, Manhattan (6th Avenue Line, IND)
- 28th Street Station, Manhattan (Lexington Line, IRT)
- 34th Street—Penn Station—8th Avenue, Manhattan (8th Avenue Line, IND)
- 34th Street—Penn Station—7th Avenue, Manhattan (7th Avenue Line, IRT)

Package 7

- Northern Boulevard, Queens (Queens Boulevard Line, BMT/IND)
- 67th Street Station, Queens (Queens Boulevard Line, BMT/IND)
- Parsons Boulevard Station, Queens (Hillside Avenue Line, IND)

Goals and strategies:
The contractor shall undertake the work so as to achieve all of the following overall goals:

- A. Enhance the customer experience at each station
- B. Make the stations cleaner, brighter, and easier to navigate
- C. Improve the aesthetics of the stations
- D. Facilitate increased ridership on the New York City Transit System
- E. Bring the stations to a state of good repair
- F. Expedite the delivery of the work on the Enhanced Stations Initiative and Contract A-36622D as exemplars for future station enhancements in New York City

Many bidding opportunities available.
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NORTHEAST EVENTS FOR YOUR BUSINESS

2017

Mastering the Mental Side of Building a Business
Wednesday, October 11, 2017, 6:00 pm–9:00 pm
Raritan Valley Community College, 118 Lamington Road, Branchburg, NJ
Main Sponsor(s): New Jersey Small Business Development Center (SBDC) at RVCC
Contact: Allison Gill, 908-526-1200 X8516, sbdc@raritanval.edu
Fee: Free; registration required

Learn how to proactively handle and even benefit from the inevitable challenges and setbacks you'll face along the way while building your business. Finish up with solid ways to build your confidence in any situation, work through habits and fears that can hold you back, and create a support system that will help lead you to success. The New Jersey Small Business Development Center network is committed to guiding established small business owners and aspiring entrepreneurs to create and expand their business enterprises which will, in turn, result in sustainable growth, job creation, and statewide economic development and prosperity.

Is QuickBooks Right for You?
Wednesday, October 18, 2017, 11:30 am–1:00 pm
North Country Small Business Development Center (SBDC), 194 US Oval, Room 220, Plattsburgh, NY
Main Sponsor(s): North Country Small Business Development Center, Small Business Administration
Contact: 518-564-2042, sbdc@plattsburgh.edu
Fee: Free; registration required

Join the North Country SBDC and Jennifer Parth Whitehurst, owner of JPW Accounting Services, as we address the importance of choosing the right software to manage your business finances. During a live demonstration, Jennifer will review various time-saving functions that QuickBooks online offers. Then meet the accountant: following the workshop, Jennifer will be available for one-on-one discussions to answer your specific QuickBooks questions. The North Country SBDC is staffed with full-time, professional, experienced business advisors, striving to provide you with information, technical assistance, and training to help grow your existing business or start a new business. Meet with an advisor one-on-one, in person or via telephone, email, or online chat.

Vermont Veterans Small Business Day (myvetbiz)
Tuesday, October 31, 2017, 8:30 am–2:30 pm
Center for Women and Enterprise, 2431 Pine Street, Burlington, VT
Main Sponsor(s): Small Business Administration
Contact: Daniel Monahan, 802-828-4422, daniel.monahan@sba.gov
Fee: Free; registration required

This free small business event is held in conjunction with the Small Business Administration's National Veterans Small Business Week. With more than 21 million veterans in America and more than 250,000 service members transitioning from the military annually, SBA is focused on ensuring that they have access to the capital, business counseling, and contracting assistance needed to start and grow successful businesses. This event includes workshops, presentations, one-on-one business counseling, networking, and a complementary lunch.