

ON  
THE

# VERGE

*Here's what I M doing*

## DEC18 - Reflection

- Reflection
- Now or Right Now!
- Featured Entrepreneur
- I M Saying Goodbye
- I M Honored They Are Joining the Team
- Sharing a Job Opportunity

**ACHIEVEMENT  
IS BORN FROM DISCIPLINE  
DISCIPLINE IS BORN FROM HABITS**



December 2018

# Welcome to *On the Verge*

Welcome to ***On the Verge (OTV)***, a digital publication dedicated to individual and organizational preparation and accomplishment. OTV is dedicated to bringing out the best in you by providing content and resources to guide your personal, professional and business development. **OTV's** goal is to provide valuable content on improving your career, starting a business, goal-setting, life management skills, health-and-wellness, leading a balanced life, etc. Our objective is to bring you to the edge, but it is up to you to take the leap. We should always be striving to accomplish new goals.

**OTV** also serves as the media communication channel for the I M Possible Mall (**I M**). **I M** is a portfolio of businesses, products, services, brands and activities cultivated to elevate the performance of individuals and organizations. **I M** entities form a strategic alliance, leveraging their core competencies to deliver integrated, holistic, robust solutions for personal, professional and business development. **I M** an ecosystem of ***betterment***.

Are you ***on the verge*** of your next accomplishment, breakthrough?

*Success at anything will always come down to this: focus and effort and we control both.*  
Dwayne Johnson (The Rock)

**THEME: REFLECTION**



December 2018

**Ninety-nine percent of the failures come from people who have the habit of making excuses.**

George Washington Carver



**Escape Velocity**

**No Excuses**

**No Explanations**

**No Enabling**



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Excuses are the tools of the weak and incompetent. They build monuments of nothingness and bridges to nowhere. Those who dwell in them seldom amount to anything.

Author Unknown

## Escape Velocity (EV)

Physics definition - *escape velocity is the speed an object needs to travel to break free from the gravitational influence of a massive body. The larger the mass, the higher velocity required, which requires more energy and thrust. If the required minimum speed is not achieved the object will be fall back to the surface of the mass.*



**EV** is a high-intense multidimensional, transformative personal and professional development program designed by I M partners built on the “whole person” concept. EV is for those who refuse to acquiesce to the gravitational pull of their surroundings or being ordinary and are determined to breakthrough to a new level of who they are.

*When I let go of what I am, I become what I might be.*

Lao-Tzu



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Strategos Academy



Where a little believing grows a long way.

blackwidow

APEX CAPSTONE



Red Brick Projects



Virgin tongue

taste me

ANEW PROFESSIONAL

i had a happy productions



strategic site

Here's what I M about



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*The secret of getting ahead is getting started.* Mark Twain



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FROM

## *The founder of I M*



Welcome to the journey!

As 2019 approaches, many of us will see this as opportunity for a new beginning to set goals, new and old. Many will set goals to improve their health, finances, relationships. Others will want to read more, engage in desired hobbies; or eliminate bad habits such as smoking, drinking, sugar consumption. While preparing for the future is a necessity for personal and professional growth, we must also take time to look backwards. So before stepping into 2019, make time to reflect on 2018. Why is reflection important?

Reflection is essential to transformation. Reflection provides insight that allows us to connect our *past* to our *present* which provides the foundation to prepare for our *future*. Understand that wherever you find yourself, you made an appointment some time ago to be there.

Reflecting helps you to understand your role in creating your present condition regardless whether you consider it to be good or bad. To change your condition, you must first recognize your position. Anyone who has used a GPS understands this concept. You first provide the GPS with your desired destination. Where do you want to be at some future time? The GPS responds by determining your current position and then providing you an optimal path to get you from where you are to where you want to be. An intelligent GPS with current data can be strategic by considering current



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conditions (i.e. traffic, weather, road construction, etc.) The GPS does not pass judgment on why or how you arrived at your current location but until it is able to determine your location it cannot lead you forward. Reflection leads to understanding.

Reflecting is commonly done by business professionals when performing *lessons learned*. A process done to recognize what worked and what did not work. Reflecting is part of the business strategic process when performing situational analysis. It is a valuable exercise that individuals should also make time for. Reflecting allows you to answer the following questions:

1. What was I trying to achieve?
2. What was I doing?
3. What worked?
4. What did not work?

We must be honest when answering these questions. If you were not trying to achieve anything, pursue a desired destination, or progress in any area of your life, then you probably will be unable to answer questions 2 – 4.

Here are a few good principles from the Montana Institute ([www.montanainstitute.com](http://www.montanainstitute.com)) on how to make reflecting a valuable experience.

**Be Positive** – Have a positive attitude and open-mind when reflecting. Doing so allows you to grow and learn from what went well and what did not go well. Do not pass judgment on yourself for what you deem as “failures”. When pursuing a worthwhile goal there are no failures just undesired results. Learn from the experiences. You either win or you learn. You only lose when you’ve done neither.





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**Be Present** – Reflecting is about looking backwards but not reliving the past. Understand where you are today and how your past actions contributed to your current state. Remain present when assessing the past. Remain emotional detached from the experiences. This is especially important when reflecting upon “negative” experiences.

**Be Perceptive** – Reflect with objectivity and scrutiny. Be honest. Ask the hard questions. “Did I really put forth effort to accomplish **X**?” “What did I do or not do that led to undesirable outcomes?” “What did I accomplish?” “What worked well for me?”

**Be Purposeful** – Reflect with the intent to learn so you can improve your present and future states. Reflection can assist you in refining your purpose and energizing you with new determination.

**Be Perfected** – Reflect with a sense of humility. Understand that you are a work in progress. (The operative words here are **work** and **progress** meaning that you must be working on progressing.) Though we will never achieve perfection, we can strive to become better by learning from our past and using that knowledge to guide us into the future. Ask the question, “Where could you have devoted more energy and time in 2018 to improve yourself?” “Why didn’t you devote the energy and time?” “What will you do differently in 2019?”

**Be Proactive** – Reflecting requires time and energy and can be painful if we are unable to disconnect our emotions from our experiences. Nonetheless it is a worthwhile investment. By reviewing how we utilize our most valuable resources (focus, time, energy, finances, etc.) we can learn and grow which makes the reflection a proactive move. Like a slingshot we can utilize recoiling, being pulled backward to our advantage.



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**Be Passionate** – Reflection should be done from the perspective of your passion. Your passion and purpose represent the core of who you are. Passionate people celebrate their successes and laugh at their shortcomings. Their passion keeps them moving forward. What passions sustained you during 2018? What passions faded and can be rekindled in 2019? What will make you come alive in 2019!

Before the end of this month, allocate time to sit alone to reflect on 2018. Then spend time with those close to you, family and friends, and reflect together. Think about what you learned. What worked and what did not work for you? Reflecting on 2018 is using the experiences to learn and grow so that you can make 2019 an **awesome** year!

Take time to expand your reflection beyond 2018. Reflect upon your life. Are you living your best life? Reflect at the end of each day. What went well today? What would I do differently tomorrow to become a better me?

Reflection gives us time to express our gratitude for all that is good in our life. It gives us the opportunity to be present in the moment amidst any surrounding chaos. It gives us an opportunity to recalibrate our actions to guide us on a better path to our desired destination.

*Darin*

*The most difficult thing is the decision to act, the rest is merely tenacity.*

Amelia Earhart



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# I M End-to-End Professional Development Model



- Learner enrolls in one of our professional development programs
  - **Coffee Cup Conversations**
  - **Heuristic Learning**
  - **Strategos Academy**
- Learner may have the option to participate in our **Integrated Learning** program
- Learner may be required to complete a capstone project provided by **APEX Capstone** to enhance their comprehension of the subject matter.
- Learner has the option to participate in our professional internship program, **Bridge** to apply their new knowledge. (Excellent opportunity for unemployed professionals or professionals changing careers.)
- Learner has the option to pursue employment placement through our talent management firm, **ANEW Professional**.
- Learner can say, "I M Awesome!"



*ANEW*  
**PROFESSIONAL**

**IM**  
*AWESOME*



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**Don't ask what the world needs.  
Ask yourself what makes you come alive  
Because what the world needs is more  
people who have come alive.**

**Howard Thurman**



I M Possible

[www.impossiblemall.com](http://www.impossiblemall.com)

**Live *more***

*Some people die long before they are buried.  
The ceasing of a heartbeat is just a formality.*



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## Now or Right Now!

Years ago, I was at a meeting where the speaker, a top salesman said “There are only two times to pursue this opportunity. Now and Right Now!” His words have remained with me and have found their usefulness in many situations. He was expressing a sense of urgency in that moment to act. He was passionately saying, “To Hell with the excuses or reasons. Act now.”

Imagine if you applied his mantra to areas of your life that require your attention. What if you applied the mantra to your dreams and desires? You said you wanted to open the business. You said you wanted to go back to school. You said you wanted to become healthier. When are you going to write your book? The time is now. You do not need to wait for a new week, a new month, or a new year. Begin now or right now!

Life is not promised. Regardless of how well we take care of ourselves, our health is not promised. Those who can assist us or benefit from us fulfilling our dreams may not always be with us. So, stop with the procrastination. Timidity is not an option. There is no excuse for making excuses. We do not have the option of hiding from the future. The future will come and either you will take an active role in creating your future or you will become a victim of it.

Abraham Maslow said, “You will either step forward into your growth or you will step back into safety.” The Isley Brothers sang it this way: “Time is truly wastin'. There's no guarantee. Smile's in the makin'. You gotta fight the powers that be.” Yes, I just did a philosophical mix of Abraham Maslow with Ernie Isley! Feel the rhythm of the message. Fight the powers that are holding you back and access the powers within and step forward into your growth. If a blade of grass can grow through the cracks of cement you can surely work through your obstacles. The fight only requires your persistent action. The rock will soon succumb to the consistent trickling water.

What's holding you back? You say you want “it”. Well if you do then go for it! People ask, “Where do I start?” Right from where you are because you cannot start from any other place. What's holding you back is you! There is no conspiracy that is preventing you from learning. There is no conspiracy holding you back from acting. Your current circumstances do not prevent you



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from preparing. They are only temporary constraints that challenge your perseverance and capabilities.

There is something inside of each us that wants to grow. From childhood, we want to run faster, jump higher, we want to be the best one. That inner something is the spiritual aspect of our being. Our spirit seeks to experience a fuller expansion of itself.

Right now, begin by establishing a warrior mindset and making the DECISION to start your journey. Don't worry about **how** you are going to do it. Just make the decision that you are going to do it. The "how" will become visible to you as you move forward.

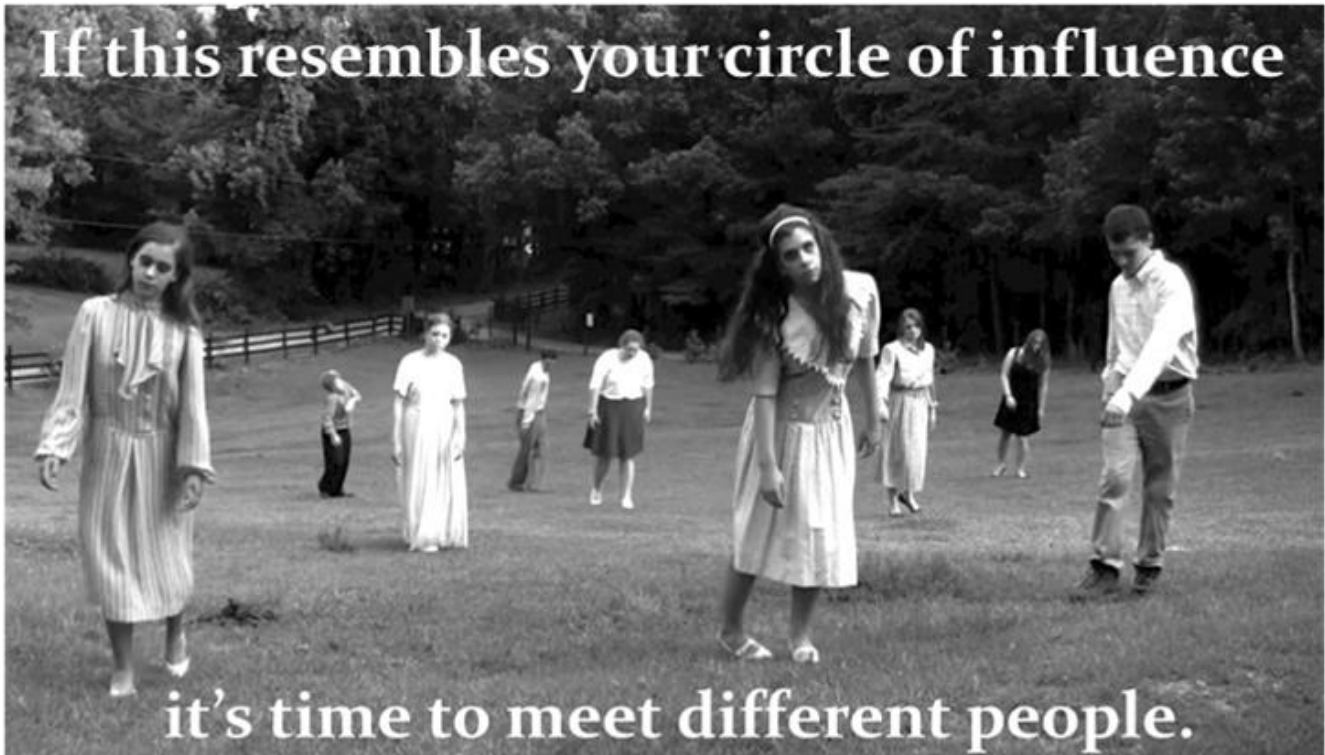
Nothing is more powerful than a "made up mind driven by an unrelenting spirit."

DW

*Failure is a feeling long before it's an actual result. – Michelle Obama, Becoming*



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THE  
OPPORTUNITY  
BROKERS

[www.theopportunitybrokers.com](http://www.theopportunitybrokers.com)

**COMING TO YOU IN 2019**



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## I M Honored to Introduce a New Client



*Left to right: Dr. Javed Islam, CEO of PromptMD Urgent Care; and Darin C. Wright, representing MD Healthcare Management Solutions.*

I M honored to introduce a new client, **PromptMD Urgent Care & Family Practice**, an independent, physician-owned and operated medical center with four facilities consisting of urgent care centers in Edgewater, Jersey City, and Hoboken; and a family practice in Hoboken. **Dr. Javed Islam**, is the CEO and a lead physician of **PromptMD** Group. Dr. Islam founded his first urgent care center with one crisp vision in mind: to deliver personalized, to the point, and efficient medical care for busy professionals. He carefully hand-picks collaborating physicians to carry this vision forward and has assembled a team that is naturally motivated and committed to treat patients the same way they treat their family and friends. At **PromptMD**, we are proud to say, that patients come first! Dr. Islam’s dedication to the community extends beyond the **PromptMD** Practice. In 2015, he began working as a Clinical Assistant Professor at Rutgers University. In this role, he is a preceptor for

medical students doing family medicine rotation.

**MD Healthcare Management Solutions**, an I M entity, will provide consulting services to **PromptMD**. I M looking forward to building a great, lasting business relationship with **PromptMD**.

Visit **PromptMD** ([www.promptmd.com](http://www.promptmd.com)) at one of their four locations.

<b>Family Practice</b> 1122 Washington Street Hoboken, NJ 201.706.8411	<b>Urgent Care</b> 300 First Street Hoboken, NJ 201.222.8411	<b>Urgent Care</b> 725 River Road, #27 Edgewater, NJ 201.941.1555	<b>Urgent Care</b> 201 Marin Blvd Jersey City, NJ 201-413-5000
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## Featured Entrepreneur

### Love Expressions, LLC



Meet **Shelly Bigams, the founder of Love Expressions, LLC.**

**Love Expressions, LLC** makes unique custom gifts for all occasions. Thoughtfully and carefully made, each gift is created with both the giver and the receiver in mind. These custom pieces are designed to celebrate birthdays, anniversaries, baby showers, graduations and many more of life's milestones. Made with love and attention to detail, each gift is a great keepsake that fosters wonderful memories for years to come. **Love Expressions** also encompasses services like gift-wrapping, baking, and inspirational writings. When looking for a different gift option think of **Love Expressions, LLC, from the heart to the heart.**

#### **Here is Shelly's story in her own words**

Procrastination is the thief of dreams and possibilities. Until we can overcome those feelings of fear, inadequacy and mediocrity, we will not be able to live our dreams or at least take the steps to make those dreams come true.

Therefore, the journey to create something for myself that could potentially supplement my income, provide me with a sense of accomplishment and make a difference in the world came many years ago. I had done some soul searching and realized that I needed to do more. I felt the need to step outside of my comfort zone and explore. I did not have any idea what I wanted to do, nor did I feel that I had any talents or gifts that were marketable. There was a desire to do something

Through conversations with my "village", I began to change my thinking. I soon found that I could capitalize on a few personal interests. Within my village, I found a coach by the name of Darin C. Wright who provided the support I needed to continue thinking outside of the box. Over the years, I had given him lip service. Then he suggested I take a course he was giving on Entrepreneurship. Fear was my



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biggest obstacle. I also had no idea what kind of a business or service I could provide. Soon it became time to take the next step, register for the course and commit to everything that was involved.

This resolve afforded me the opportunity to meet like-minded people whom I have come to treasure and rely on when I am stuck on a particular project. The group provided a “judgement-free zone” to discuss ideas, thoughts and feelings about our respective journeys.

The course work and the fellowship enabled me to have a breakthrough, which resulted in the establishment of **Love Expressions, LLC**. The name comes from the desire to put more love into the world. All products and services are motivated and conceived by love, created by love and given from a place of love. Remember, that **LOVE ALWAYS WINS!**

Shelly shares her *words of inspiration* daily via email with a large audience. Here is a gift of inspiration from her.

*Good Morning Beautiful People:*

*On our life's journey we encounter all types of trials and tribulations. Our skill set is challenged in ways we never would imagine. In Divine Order people appear to guide us, to teach us and to protect us on the way. It is amazing how all things work together. We must be patient, we must be prepared, and we must be open to navigate this path. Be Bold! Be Fearless! Cherish those who you meet along the way. We all have value and must be treated and respected as such. Don't be afraid to fail, for in failure lies the greatest of lessons. Be encouraged. Be reminded that we may not know what the future holds, but we know WHO holds the future.*

*Dress Up, Show Up, Embrace the Journey and the People You Meet Along the Way!*

*Blessings,*

*Shelly*



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Love Expressions



Love Expressions





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To order a unique gift for that special person in your life or to receive Shelly's daily inspiration contact her at:

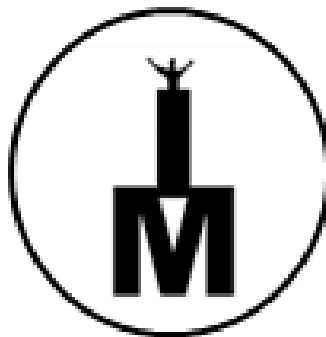
**Shelly Bigams**

**[sbigams@loveexpressions4ever.com](mailto:sbigams@loveexpressions4ever.com)**

**[www.loveexpressions4ever.com](http://www.loveexpressions4ever.com)**



*Shelly pictured here having a breakfast meeting with Darin Wright at the Chit Chat Diner. They agreed that Love Expressions would produce a line of Success-Full gift baskets for Field of Dreams, an I M entity. Success-Full gift baskets will be filled with motivational, inspirational, and personal development items. They are pictured here promoting one of I M, Affirmation Mugs (I M Awesome) which will be included in the baskets.*



**I M proud to see Shelly *on the verge* of her breakthrough!**



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# SAY IT



*AWESOME*



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## Surviving and Inspiring

The best word to describe Fawn Renee Stratton, is **survivor**. This proud member of the Class of 2018 (A.A.S in Human & Social Services) is both a substance abuse and, recently, a cancer survivor. Fawn, 52, started at Essex County College (ECC) in 2015 after turning her life around from dealing with substance abuse. Then in the summer of 2016, she was diagnosed with Stage 3, borderline Stage 4 colon cancer. “This can’t be happening”, she recalled saying upon receiving the diagnosis.



As she began receiving chemotherapy, she was told to put school on hold. Her response, “I refused to quit and kept coming to class. Today I am a survivor.”

Fawn will transfer to Kean University this fall, to pursue advanced degrees with the intent to open her own rehabilitation facility. Fawn passionately states, “I hope to focus on assisting ex-offenders, so they can learn to be productive and successful citizens in their communities.”

Fawn, is one of the 85 ECC students (the most of any two-year school in the NJ) recently cited as a 2018 Graduate Achievement Award Recipient by the state EOF program. She credits the ECC’s Educational Opportunity Fund (EOF) with assisting her. Fawn helped students in ECC’s EOF program who were in crisis and was one of the first participants in the EOF-sponsored National Society of Student Leadership and Success.

“Fawn is one of the most remarkable students I have ever met,” said Essex EOF Director, Joanna Romano. “She has fought and overcome so much adversity in her life.”

**I M saluting Fawn and all her accomplishments!**



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# I M Making Cent\$

## 3 means to making money.

**M1.** Exchanging time for money. **Ninety-six percent** of the population make their money by exchanging their time (labor) for capital. This method is constrained by the limitation of time to work in a day.

96%

**M2.** Investing money to make money. **Three percent** of the population know how to leverage capital to make it work for them. These individuals may be M1 folks who have disciplined financial habits. They learn how to invest their money in real estate, stocks (public companies), and other investment tools.

3%

**M3.** Creating multiple revenue sources. **One percent** of the population make their money by creating multiple sources of revenue. These individuals do what M2 individuals do but on a larger scale. They invest in private companies too and truly understand how to make money work for them.

1%

Here are some fundamental steps to consider for creating wealth.

- **Manage your money.** Establish good financial habits regardless of your current income. Establish a budget to manage spending and expenses.
- **Invest in yourself.** Improve your knowledge, skills and talent to continuously increase your earnings. The objective is increase the value you bring to the market. Increasing your earnings may be achieved through promotions or by changing jobs/companies.
- **Create multiple revenue streams.** This may begin by leveraging your current knowledge, skills and abilities to generate additional income. Save and invest the additional income.
- **Increase your knowledge.** Improve your financial literacy by researching, reading, taking classes, and engaging the services of financial professionals.





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## I M Honored You are Joining the Team

### Denise R. Freeman



I M glad to welcome Denise to the ANEW Professional team. Prior to taking a leadership role at ANEW Professional, Denise served as the lead HR consultant for StrategicIsite, an ANEW Professional strategic partner and continues to provide her knowledge and experience to the StrategicIsite team.

Before joining our teams, Denise was a Senior level strategic management professional with more than 20 years of broad-based U.S. and international experience in law, financial services and consulting industries. She has a track record of driving improved organizational performance and successful integration of talent management initiatives within the overall business strategy.

She is experienced with start-up, high-growth, turnaround, and restructuring organizations. Specialties: Mergers and Acquisitions, Change Management, Compensation, Organization Design, Positive Employee Relations, High Volume Staffing Solutions, Benefits Program Design and Cost Control, Management and Leadership Development, Strategic HR/Business Planning, Executive Assessment and Selection, Cultural Realignment, Corporate Restructuring, New Business Unit Start-ups, and Employee Retention Strategies.

Denise received a BS in Computer Information Systems and Business Management from Bloomfield College and an MS in Human Resource Management and Organizational Development from The New School. She began her career working in the Corporate sector for firms such as Blue Cross/Blue Shield of NJ; Chubb Insurance and J.P. Morgan Chase. She switched focus to the legal industry and has worked for both large and mid-sized law firms (i.e., Davis Polk & Wardwell LLP; Weil, Gotshal & Manges LLP and Morrison & Foerster LLP) in HR Management. She has held key roles in several organizational restructurings and redevelopment efforts which resulted in transitions that led to meaningful and long lasting cultural change.

Denise is responsible for leading our clients by transforming their human resources area from a functional to a strategic unit; developing HR strategies to ensure that organizations are properly staffed

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[www.impossiblemall.com](http://www.impossiblemall.com)

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to meet current and future objectives; and to ensure that proper policies and procedures are implemented to meet and support strategic objectives and compliance regulations.

**ANEW** [www.anewprofessional.com](http://www.anewprofessional.com)

**PROFESSIONAL** ANEW Professional (ANEW) is a talent management firm that partners with clients to develop their talent management strategy. We assist our clients with obtaining qualified executive level, strategy, project management, and data professionals.

**For more information about ANEW Professional contact: [talent@anewprofessional.com](mailto:talent@anewprofessional.com)**



**Job Opportunity:** ANEW Professional has an opportunity for an administrative assistant temp-to-hire position with a client in Newark. For more information:  
[www.anewprofessional/opps/ Admin20181214001.pdf](http://www.anewprofessional/opps/Admin20181214001.pdf).

*When you hire people that are smarter than you are, you prove that you are smarter than they are.*

Mark Twain



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## I M Honored You are Joining the Team

### Zsalyne (Jay) Fergus



I M glad to welcome Jay to the MD Healthcare Management (MDHCMS) as a partner. Jay is a seasoned healthcare management leader with 15 combined years of experience designing, implementing and project managing regulatory compliance systems and guidelines with customer-service focus. She utilizes keen analysis, insights and a team approach to drive organizational improvements and implementation of best practices. She is most noted for her superior interpersonal skills, capable of resolving multiple and complex (human resources, compliance, and risk) operational issues and motivating staff to peak performance.

Most recently, Jay served as Physician Relations Manager supporting all medical staff services managing the daily operations (new and reappointment & delegation of managed care plans) of the department including selection, training, and supervision of staff. She spearheaded VIP special projects for health system medical staff leaders and clinical administrators by developing and implementing a critical applicant path tool to stay on deadline for service line go live dates. She has designed and implemented efficient workflow processes, monitor daily productivity and implement modifications resulting in improved overall efficiency of credentialing tasks and responsibilities.

Jay has attained a Master's in Healthcare Administration (MHA) and a BA in Communication. Additionally, to stay current on health care administrations she is a member of American College of Healthcare Executives, National Association of Health Services Executives (NAHSE), and New York Regional Chapter Board Member, where she serves as the Board Secretary.

Jay will lead the credentialing process to assist MDHCMS clients (healthcare providers) with managing their professional records for efficient verification by hospitals and similar organizations. Jay's guidance ensures the accuracy of providers' identity, education, work experience, malpractice history, professional sanctions and licenses. Jay's value reduces the normal time-consuming verification process for providers to connect with hospitals. This is beneficial to both the provider and the hospital.



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[www.mdhcmsolutions.com](http://www.mdhcmsolutions.com)

**MD Healthcare Management Solutions (MDHCMS)** is a relatively new addition to the **I M** family. MDHCMS is a full-service healthcare management consulting management solutions and analytics company designed to assist physicians and providers of healthcare service prepare for value-based care, improve clinical integration and enhance their financial performance.

**For more information about MDHCMS contact: [mdconsultants@mdhcmsolutions.com](mailto:mdconsultants@mdhcmsolutions.com)**





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# This is what **I M** doing to make your world better!

*Reading is essential to those who seek to rise above the ordinary – Jim Rohn*



## **Join Achievers Book Club**

Seeking a circle of progressive individuals committed to personal, professional, business development. **Achievers Book Club (ABC)** is your starting point. **ABC** can be your source for developing your Success Library.

We are in a knowledge economy with knowledge being the currency. Your value is based on what you know and even more on what you are willing to learn.

**ABC** provides you access to a wide variety personal, professional, and business development books authored by prominent and successful individuals. Subjects include goal-setting, finding purpose, health and wellness, entrepreneurship, and other personal, professional, and business development topics. **ABC** also features books about the life of successful people.

**ABC** encourages participants to share their knowledge by providing them the tools and platform to exchange their knowledge. **Success is as simple as ABC!**

As a member you automatically enrolled in the **I M My Reward Loyalty Program** whereby you begin accumulating points for your book purchases.

For more information on Achievers Book Club go to: [www.inafieldofdreams.com/bookclubs/abc.aspx](http://www.inafieldofdreams.com/bookclubs/abc.aspx).



**Where a little believing grows a long way.**

*“Everything you ever wanted is on the other side of fear.” George Addair*



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This is what **I M** doing to make your world better!

Let your **AM™** runneth over with **I M Affirmation Mugs**



Begin your day or any moment with an **I M Possible Mall Affirmation Mug (AM)**. These alphabet **AMs** were recently released beginning with **I M Awesome**. The immediate positive response was... awesome. 😊

An **AM** affirms who you are or trying to become. Made for those who want to sip while making a statement. May your **AM** always runneth over...

Every couple of weeks a new **AM** will be available presenting the next alphabet affirmation. Overachievers will want the entire alphabet!

**AMs** are included in Field of Dreams Success-Full gift baskets and are a must have for **Achievers Book Club (ABC)** members!

To purchase your **Affirmation Mugs** email [otv@impossiblemall.com](mailto:otv@impossiblemall.com).



*Don't wait for your idea to be perfect before you launch. It is said that "perfect is the enemy of the good." Perfection is a process, not a destination. As Les Brown says, "Leap and grow your wings on the way down." Start now!*



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This is what **I M** doing to make your world better!



**Two Fit To Quit (2F2Q)** has been running its **I M Well 2019 Challenge** since September and will officially launch it in January. **I M Well 2019 Challenge** is an effort to encourage individual to take control of their health and wellness. **I M Well 2019 Challenge** will include the “**Let’s Walk and Talk**” (LWAT) on Saturday mornings. The purpose of LWAT is to provide an easy *step* toward better health. Walking is inexpensive entry point into health and wellness. Email us at **IMWell@toofittoquit.net** for more information about our **I M Well 2019 Challenge** or to become

a sponsor.



**I M Well 2019**



Join us for our 1<sup>st</sup> “**Let’s Walk and Talk**” about our health and wellness. Walk at your own pace, take in the serenity of the environment, invite others, and enjoy the camaraderie. Most importantly just show up, your health depends on it.

**When:** TBD

**Time:** TBD

**Where:** Brookdale Park, Bloomfield/Montclair NJ

Weather permitting

For more info: **IMWell@toofittoquit.net**



Participation is eligible for





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This is what **I M** doing to make your world better!



THE  
**OPPORTUNITY**  
BROKERS



## **EMPOWERING ONE ANOTHER**

**The Opportunity Brokers (TOB)** and **Sketched on a Napkin** are presenting the **Opportunity Network Exchange (ONE) – EMPOWERING ONE ANOTHER**. **ONE** is a different approach to networking for entrepreneurs and business professionals. **ONE** is about sharing opportunities and connecting people with those opportunities.

Invitees are coming to serve, then be served.

**ONE – EMPOWERING ONE ANOTHER** is scheduled for March 2019.

Vendor table and ticket fees are eligible for





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This is what **I M** doing to make the world better!



Relation Ship Yacht Charters & Sketched on a Napkin will partner to launch the first **Entrepreneur-Ship** Professional Development Cruise which is scheduled for Q2-2019. Our Entrepreneur-Ship event will give participants the opportunity to learn, network and socialize.



*If you want to lift yourself up, lift up someone else.*

Booker T. Washington





December 2018

This is what **I M** doing to make the world better!

## *Making and Breaking Bread*

I M brands are partnering with My Sweet Experience and Summer's Smart Cookies to cater a private

### **Success in 2019 Brunch**

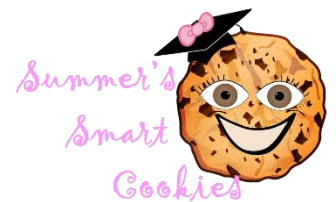
tasting  
me~N~u  
*Sensual indulgence  
for  
those who love to eat*

taste me *please*  
*Dishes*



*My Sweet Experience*  
**Desserts**

*Virgin* 🍷 *tongue*  
*Beverages*



*Summer's Smart Cookies*  
**Theme Designed Cookies**



December 2018

## I M Reflecting on 2018

As 2018 comes to end, I hope you take the time to reflect on the year and to prepare to create an awesome 2019. I can say that 2018 presented the breaking point and the breakthrough for the I M concept. Here are some of the highpoints for 2018.

### **Positively IMpacting People and Organizations**

**Sketched on a Napkin** “officially” launched its Entrepreneurship Development Program which led to multiple individuals transforming their ideas into a business and are now entrepreneurs. The world knows about Summer’s Smart Cookies, Chairs 2 U Designs, and Love Expressions!

**Heuristic Learning** provided its Project Management PMP Exam Boot Camp assisting individuals with preparation for PMI PMP Exam.

**eblackwidow** launched a beta version of **Xcellere Professional Performance Management** web-based application. In addition, eblackwidow continued to provide Level I desktop support.

**ANEW Professional** has extended its services to include recruiting and placing temporary employees to organizations in need.

### **IM Growing**

Having new clients become part of the I M family is a huge highlight! We would not exist without the companies and individuals who allowed us to serve them via our services or products. We are exhilarated by the talented, professional people who have joined the I M team. We look forward to continuing to grow with our clients and team in 2019.

### **New Launches**

**BBQ Sigh Sauces** was the first launch of 2018 and the first food brand added to the I M portfolio. The story behind the product was as flavorful as the product! BBQ Sigh was created as a challenge and then took on a life of its own. This year saw the launching of new brands, products, services and businesses. **Brands:** I M COOL, I M Making Cent\$. **Products:** BBQ Sigh Sauces, Taste Me Please Seasonings, Affirmation Mugs (AM), Achievers Book Club. **Programs:** I M Well Health and Wellness Program, Let’s Walk and Talk, Escape Velocity, I M My Reward Loyalty Program. **Businesses:** I M University (IMU), MD Healthcare Management Solutions.



December 2018

To all our clients, customers, students, and partners  
**I M Thanking You on Behalf of**

strategic||site



e blackwidow



*ANEW*  
PROFESSIONAL

APEX   
CAPSTONE

Professional Education Network



*g<sup>T</sup>*  
humanizing digital technology learning





December 2018

To all our clients, customers, students, and partners  
**I M Thanking You on Behalf of**



**i had a happy productions**  
*Giving life to your words*





December 2018

To all our clients, customers, students, and partners  
**I M Thanking You on Behalf of**



*g*eneration *X*ceptional  
*what will be your legacy?*



### Professional Executive Program



*All I M entities are trademarked, owned, and managed by The Wright Group, LLC Private Capital Firm*  
I M entities are at different stages of business development



December 2018

## I M Saying Goodbye to OTV

I M saying goodbye to *On the Verge* (OTV). OTV is not going away but it will be transformed. So, I M saying goodbye to the current format of OTV. Our vision has always been for OTV to be a digital magazine (e-zine). The new E-zine format will provide readers with a more engaging experience and allow us to offer different types of content.

Through the inspiration and guidance of Terry Warren (Nov 18 issue), the decision was made to begin the transition. The transition will also include a new design, layout, and content. Look out for the first issue in 2019.

OTV was born within the evolution of a marketing communication process that began as occasional emails. If you have not guessed, magazine publishing is not our business but that did not stop the us from moving forward. We are on the verge of moving into new territory which will bring new experiences and look forward to what OTV can become. In the words of Lao-Tzu, “When I let go of what I am, I become what I might be.”



December 2018

**About OTV & I M**

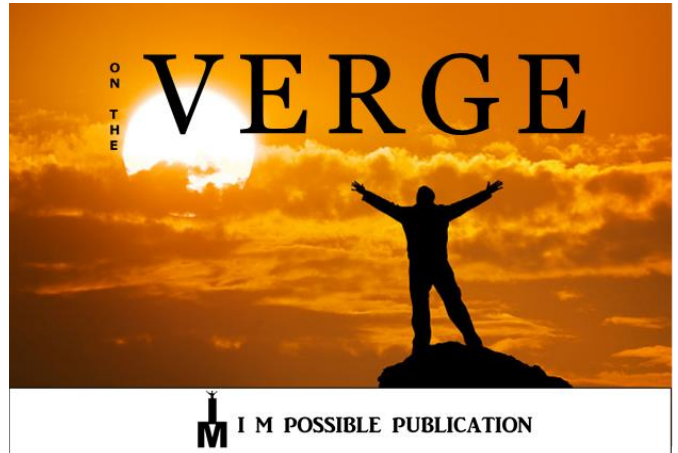
Hopefully you learned a little more about **I M Possible Mall (I M)** businesses and brands. Some may ask, “Why so many businesses and brands?” Well our business is transforming ideas into brands, products, programs, services, and businesses. We just stepped up our game with the **I M** concept.

**I M** an innovative and unique business model consisting of a portfolio of businesses integrated to deliver seamless personal, professional, and business solutions. Doing business with one **I M** business is doing business with all of them. **I M** proud to build people, businesses and communities.

**I M** still in the early phases of development with individual businesses being at different stages of business development. It has and is a huge entrepreneurial challenge. Our approach may appear awkward to traditional linear thinkers but **I M** doing it differently!

May you continue reading OTV. **I M** daring you to always strive to be ***on the verge*** of your next breakthrough. For questions about OTV, its content or to become a contributor send an email to **otv@impossiblemall.com**.

A **special 2018 Thank You** to these individuals who have contributed this year to the **I M** vision. These individuals have supported me professionally and/or personally during the ebbs and flows through their inspiration, support, and participation. Many of these individuals have been a part of life for decades and I am thankful for their presence. Some have allowed me to assist (aka push) them with fulfilling their goals, purpose, and passion and I am thankful for their trust. Some have forced me to take a breather from the journey. Their existence is proof that the right words, kindness, support, and being engaged during someone’s journey is a powerful contribution. **I M** here because of them!





December 2018

## THANK YOU!

Alfred Parchment, MD	Mark Wright
Aziz Holiday	Melinda Manning
Debra Randolph	Mitchell Slade
Derek Freeman	Nate Israel
Denise Freeman	Shavona Holiday
Cindy Kennedy	Shelly Bigams
James Rajiv Bhasin	Tania Kennedy
Johnelle Chandler	Terry Michele Lucas
Kim Wright	Tonya Lucas
Katy Linton	Vance Warren

Forgive me if I omitted you!

*Darin C. Wright*  
*dwright@thewrightgroupllc.com*  
*The Wright Group*  
*Private Capital Firm*  
*IM Brands*

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*The Wright Group*

Private Capital Firm

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December 2018



*Fill in the blank*



YOU DECIDE WHO AND WHAT YOU ARE IN EACH MOMENT. THOSE MOMENTS ARE TIED TOGETHER TO BECOME WHO YOU ARE IN LIFE. IT IS A CHOICE. THE EVENTS IN OUR LIFE HAVE LESS POWER THAN HOW WE CHOOSE TO RESPOND TO THE EVENTS. LIVE YOUR LIFE WITH INTENTION AND PURPOSE.



December 2018

## VICTORY BEGINS WITH NOT BEING A VICTIM



EscapeVelocity@impossiblemall.com

*Every morning in Africa, a Gazelle wakes up. It knows it must run faster than the fastest Lion or it will be killed. Every morning a Lion wakes up. It knows it must outrun the slowest Gazelle or it will starve to death. It doesn't matter whether you are a Lion or a Gazelle...when the sun comes up, you'd better be running.*

**No Excuses, No Explanations, No Enabling = Empowerment**

Make 2019 an **AWESOME** year!