

**Star Performers**  
S. B. Thomas, Inc.  
National Sales Meeting

**OPENING**

Star performers

SOME PLAY TO CROWDS AND SPOTLIGHTS; SOME HAVE ONLY THOSE THEY TOUCH.

ALL SHARE A COMMON PRIDE AND DETERMINATION -- A COMMON DESIRE TO RISE AND MEET THE CHALLENGE.

THEIR GOALS CHART THE PATHS OF THEIR DREAMS.

THEIR PRIDE FORTIFIES THEM AGAINST ADVERSITY.

THE ACCOMPLISHMENTS OF TEAM MEMBERS AND TEAMWORK GIVE STAR PERFORMERS STRENGTH AND JOY.

DEDICATION BORN OF SELF-RESPECT AND DESIRE INSPIRES THEIR EFFORTS -- EVEN WHEN VICTORY SEEMS SO REMOTE.

STAR PERFORMERS ARE FIRED BY THE WILL TO PREVAIL. WHEN "COMMON SENSE" BRED BY OTHERS' "NORMAL" EFFORTS SAYS, "NO WAY", STAR PERFORMERS REACH DEEP INSIDE. THEIR EFFORT WILL BE DETERMINED NOT BY WHAT OTHERS FEEL IS ACHIEVABLE, BUT BY WHAT THE STAR PERFORMER HUNGERS TO ACHIEVE.

AND YOU AS THE STAR PERFORMER MUST CALL UPON THE SAME VALUES OF GREATNESS:

YOUR GOALS, YOUR PRIDE, YOUR DEDICATION AND TEAM SPIRIT...AND YOU WILL PREVAIL.

STAR PERFORMERS, IN THE HEADLINES, IN OUR LIVES, IN THIS ROOM.

RISING TO MEET THE CHALLENGE.

THEIR VICTORIES UNITE US IN A COMMON CELEBRATION OF EXCELLENCE.

A WISE STUDENT OF HISTORY AND HERO'S ONCE SAID, "MAN IS SO MADE THAT WHEN ANYTHING FIRES HIS SOLE IMPOSSIBILITIES VANISH."

IT IS ALSO THE NATURE OF MAN THAT EVERY PERSON IS ENDOWED WITH THE GIFT OF GREATNESS. THE ESSENCE OF THE STAR PERFORMER LIES NOT SO MUCH IN THE GIFT - BUT IN THE FIRE THAT IGNITES THE SPIRIT AND BURNS WHITE HOT IN PURSUIT OF EXCELLENCE.

THE STAR PERFORMER SETS HIS SIGHTS AND, TO THE CHALLENGE SAYS - **YES.**

IN THE FULFILLMENT OF HIS PROMISE, IN HIS TRIUMPH - WHETHER IN A SINGLE ACT OR A LIFETIME'S WORTH, THE STAR PERFORMER OFFERS AN ELOQUENT EXPRESSION OF THE NOBILITY OF MAN.

NO MATTER HOW SINGULAR THE ACCOMPLISHMENT, A STAR PERFORMER REACHES OUT TO TOUCH MANY, TO INSPIRE AND GIVE SUBSTANCE TO THE DREAMS OF OTHERS.

IT IS NOT THUNDERING APPLAUSE THAT DETERMINES GREATNESS. IT IS THE QUALITY OF THE DEED.

EACH DAY MEN AND WOMEN IN ALL WALKS OF LIFE FACE EXTRAORDINARY CHALLENGES, AND RESPOND BRILLIANTLY.

THEIR TRIBUTE IS NOT FOUND IN THE WILD ADULATION OF THE CROWD.  
THEIRS LIES IN THE QUIET GRATITUDE AND RESPECT OF THOSE THEY  
TOUCH.

QUIET HEROES AND FAMOUS STARS ALIKE, RISE TO A CHALLENGE AND, IN  
THE BEAUTY OF THEIR PERSONAL ACCOMPLISHMENT, RESPOND IN A WAY  
THAT IS BOTH SO PERFECT AND SO HUMAN.

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THERE EXISTS NO STAR PERFORMER MOLD -- THEY COME FROM EVERY  
RACE, COLOR, CREED, ETHNIC GROUP, SEX, RELIGION AND FOR THAT  
MATTER SIZE AND AGE.

WHILE STAR PERFORMERS DO NOT SHARE COMMON MEMBERSHIP IN ANY ONE  
GROUP, STAR PERFORMERS DO SHARE A VERY DISTINCT SET OF COMMON  
VALUES.

WITHOUT A DREAM, YOUR DREAMS CAN'T COME TRUE. EVERY STAR  
PERFORMER HAS A GOAL THAT BURNS HOT WITHIN, STOKING THE FIRES OF  
AMBITION.

A POWERFUL RESPECT AND ADMIRATION FOR TEAMWORK DISTINGUISHES  
MANY STAR PERFORMERS AS TEAM MEMBERS. EVEN THE MOST SINGULAR OF  
ACCOMPLISHMENTS REPRESENTS THE SUM OF SO MANY INDIVIDUAL EFFORTS  
AND SACRIFICES.

PRIDE BURNING HOT AND STEADY FORGES FAITH AND DETERMINATION,  
MAKING INEVITABLE THAT WHICH OTHERS SEE AS UNOBTAINABLE.

DEDICATION IN THE FACE OF GREAT ODDS CARRIES THE STAR PERFORMER.  
DEDICATION AFFORDS THAT SPECIAL VISION NECESSARY TO SENSE THE  
SUN EVEN WHEN THE SKY IS DARK WITH CLOUDS.

THE WILL TO PREVAIL.

WHAT OF THE COMMITMENT WHEN REASONABLE EXPECTATIONS ARE EXCEEDED AND PERSONAL RESERVES ARE DRAINED, AND STILL THE GOAL IS NOT MET?

IT IS THEN THAT STAR PERFORMERS REACH DEEP WITHIN -- TO PRESS ON, FOR THEY CAN SEE NO OTHER END THAN TO PREVAIL.

EVERY HEART HARBORS THE DESIRE TO EXCEL. STAR PERFORMERS JUST DO SOMETHING ABOUT IT. TAKING HARD AIM ON THEIR GOAL THEY MAKE THE EFFORT THAT TRANSFORMS THE HUNGER OF DESIRE INTO THE BEAUTY OF REALIZED HUMAN POTENTIAL.

IT HAS BEEN WRITTEN THAT:

NOT IN THE CLAMOR OF THE CROWDED STREET  
NOT IN THE SHOUTS AND PLAUDITS OF THE THROG  
BUT IN OURSELVES ARE TRIUMPH AND DEFEAT.

WITHIN EACH OF US LIES THE GIFT OF GREATNESS.

TO ASPIRE TO THAT GREATNESS ONE MUST HAVE A GOAL AND MUST FACE THE QUESTION -- WILL I PREVAIL?

THE STAR PERFORMER KNOWS BUT ONE ANSWER -- **YES.**