

The Pathway to Positive Influence

*Discover a New Way to Help Guide
Those You Care About Most*

by David A. Esposito



Harvest Time
Partners

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DEDICATION

This book is dedicated to my mom, Mabel Leslie (Ballentyne) Esposito. She modeled the Pathway to Positive Influence her entire life...and continues to do so. Her positive influence has impacted countless numbers of people over the years. Thank you, Mom, for setting a wonderful example to follow.

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ACKNOWLEDGMENTS

I want to thank my wife Tracy and our four children, Stephanie, Samantha, David, and Jonathan. You have demonstrated some incredible patience as I have tried my hand at influence in a number of unproductive ways over the years. Your very loving and firm direct feedback has helped develop this Pathway to Positive Influence. 😊

I also want to thank Michael Piperno. Your ongoing support with my writing continues to give me the encouragement to take my turn venturing into the unknown.

A Worthy Message to Deliver

We have all been around a few people in this world who have had a positive influence on us. Whether it was a family member, friend, teacher, coach, co-worker, or boss. Those people deserve to hear about the positive influence they had in our lives...and please allow me to be blunt, they need to hear from you before their funeral. Don't wait to just give a wonderful eulogy about their impact on you. Tell them before it is too late.

By delivering this worthy message to those who had a positive influence on us, we accomplish a few important things:

- (1) Our message will be an encouraging voice of support to them as they, like all of us at some point, yearn to know if we matter to those we care about most. Our message to them will meet this most important human need to know

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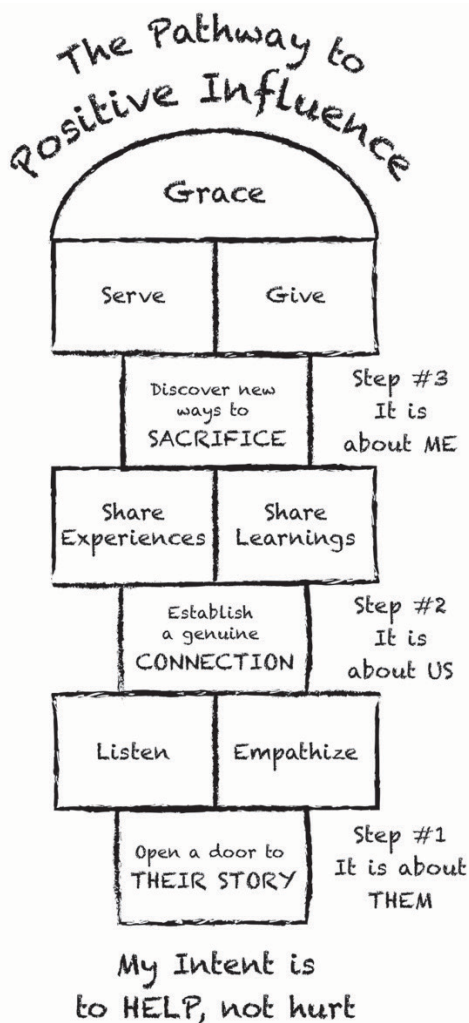
they did matter to others in this life.

- (2) Our message will build momentum around having a positive influence on others in this world. They will receive this message warmly and will be energized to continue their positive influence on others. We also will be motivated to follow their example and work to have a positive influence on others just the way they were a help to us.
- (3) Our message has the potential to re-open a door to a relationship that may have become cold over the years. Especially in the home, where family conflict is the most heartbreaking of all of life's struggles, just providing a message that someone had a positive influence on us may help to create a soft opening to what has become a troubled relationship.
- (4) Our message will re-ignite the spark in the eyes of old folks. In the typical cycle of life, older parents begin to see themselves as a bit distant from the day-to-day, busy lives of their children and grandchildren. Delivering this message of positive influence to older family members can be an encouragement to re-ignite purpose and meaning in their life at a time when they don't always see themselves as contributing in a meaningful way anymore. It has been proven time and again that living a life of meaning and purpose, even in very old age,

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plays a huge role in preventing disease, strengthening mental health, and is effective in minimizing the effects of conditions like Alzheimer's and dementia. When we have purpose and meaning, we choose to keep learning, growing, and living.

Our message is worthy to deliver and will build hope for the future.



Free copies of the Pathway to Positive Influence can be downloaded at www.harvesttimepartners.com

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Resources to Help

Let's face it, relationships are not easy. Especially the relationships we care about most at home, work, and in our community.

I wrote this book with the intent to help you have a positive influence on those you care about most to help them reach their full potential. I hope you found some relevant and insightful information to help you in your journey.

Please visit our website at harvesttimepartners.com as we have some additional resources to help.

Also, please feel free to contact me anytime. I would welcome the chance to connect and get to know each other better.

Mobile phone: 269-370-9275

Email: david@harvesttimepartners.com

I wish you all the best in reaching your full potential and having a positive influence on those you care about most.

A handwritten signature in black ink that reads "David Esposito". The signature is written in a cursive, slightly slanted style.

David Esposito

ADDITIONAL RESOURCES FROM HARVEST TIME PARTNERS

Reality: We all struggle to have difficult conversations around the important things in life with those we care about most.

Face to Face

A unique set of resources to support families, educators, and counselors in opening a door to more effective communication about real-world, difficult issues and encouraging face-to-face discussion to improve decision-making and relationships. Available for various ages.



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Abundant Harvest for Kids and Abundant Harvest for Teens & Adults

A patented, award-winning board game to support effective communication, reinforce principle-based decision making, and the Law of the Harvest. Simply, you reap what you sow.



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The Principles of Our World Children's Book Series

It is never too early in the development of a child to start talking about the importance of principles like compassion, honesty, courage, and teamwork. *The Principles of Our World* books provide parents and teachers with the opportunity to teach children how **The Principles** can help them in a variety of situations they will experience in life.



For more information and to order these resources, go to www.harvesttimepartners.com

ABOUT THE AUTHOR

David is a combat veteran, business executive, husband, father, and creator of character-building resources that help individuals and families reach their full potential in an uncertain world.

After launching his business career as a sales representative, David quickly rose through the ranks of corporate America, advancing to the position of president and chief executive officer of several innovative healthcare companies that have made significant contributions in areas such as the early detection of cancer and allergic disease. David continues to be active in the healthcare marketplace as a strategic advisor to leadership teams building companies to lead the next wave of innovation in healthcare.

David's character and leadership skills were cultivated at West Point and through leadership assignments in

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the US Army Infantry. As a young infantry officer, David led a rifle platoon of 38 men with the 101st Airborne Division through several combat operations in the Gulf War. He was recognized with a Bronze Star for combat operations in February 1991.

David develops programs and resources designed to strengthen the character of individuals and build and sustain healthy relationships. This includes Character Creates Opportunity[®], an initiative that was specifically designed to improve the character development of children, adolescents, and adults. David's patented, award-winning conversation game, Abundant Harvest[®], is played by families, schools, counseling programs, and faith-based organizations worldwide as it opens a door to more productive dialogue and encourages decision making based on principles such as honesty, loyalty, and commitment. Reinforcing the Law of the Harvest, the game's primary lesson is the age-old adage that you will always reap what you sow. David also have created a conversation card game called Face to Face[®] that helps to foster effective conversations on real-world issues and to develop the critical life skill of face-to-face communication in a world that is rapidly changing how people connect.

David holds an MBA from Syracuse University and a bachelor's degree in civil engineering from West Point. He has appeared on CBS, NPR, and PBS and has been featured by many other news outlets.

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David is available to provide support to business leaders, individuals, and organizations on a variety of topics, encompassing personal and executive development, leadership training, and building a strong marriage and family.

For more information on David and Harvest Time Partners, Inc., please visit harvesttimepartners.com

The outcome of staying engaged on the Pathway to Positive Influence will be seen in the lives of those we influence who will do more than they would ever have been able to do on their own. We will enable those we care about most to raise their own standards and reach their full potential.

The Pathway to Positive Influence provides the steps to inspire others to make “our world” better in the home, workplace, and community.

At the end of our journey, we will not be reviewing our accomplishments or submitting our financial results. We will be staring into the eyes of those we influenced most. It is my hope that this new pathway helps you have a more positive influence on those you care about most and when you reach the end of your journey, you will have countless people standing around to say how grateful they are for your positive influence on them.



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