



David Esposito, Managing Partner, Harvest Time Partners, Inc.

Thank you for signing up to receive information from our company!

We are grateful that you decided to connect with us.

At Harvest Time Partners, our mission is to develop products and services that help individuals, families, and organizations reach their full potential in a rapidly changing world.

We are a combat-veteran-owned business, and our products are **Made in the USA**.

We hope you find value in our products. Please reach out to me directly with any questions or comments.

I wish you all the best in your journey to reach your full potential.

Sincerely,

David Esposito

Managing Partner

Harvest Time Partners, Inc.

david@harvesttimepartners.com

269-370-9275

Introduction

Our world continues to grow in complexity, intensity, and uncertainty.

We continue to witness a rapid pace of change in our world, our businesses, our communities, and most definitely, in our homes.

We all derive a tremendous amount of positive benefits from the global technology revolution and the accelerated pace of innovation that we see all around us in communications, healthcare, transportation, production, and distribution.

However, the rapid pace of change is not without a set of challenges.

The tools and techniques that helped grow a business twenty or thirty years ago seem archaic in today's realities. Not only has technology transformed the way we build a business, but also our global marketplace has created unprecedented levels of competition.

As our world has become more connected with things like the internet, smart phones, and social media, today's "online chatter" has actually caused our families to become more disconnected. We are losing the critical life skill of effective face-to-face communication. The struggles of today's families and the unique journey through adolescence in our digital world continue to be some of the most heart breaking of all of life's challenges.

There are no "secret formulas" or "ten easy steps" to lasting success in our uncertain and rapidly changing world.

However, there is a **principle** that can help all of us reach our full potential, regardless of our situation.

No matter how much change and challenge we face in our world, if we apply this **principle** we will journey down the most effective path to reach our hopes and dreams.

I would like to introduce you to...



Accept Reality | Accept Responsibility



Accept Reality

There is a strong tendency in human behavior to try and avoid the difficult realities of our world by sticking our heads in the sand or continuing to delay action until it is impossible to avoid a difficult situation.

The first step in **The Acceptance Principle** is to possess the courage to **accept reality** when looking at our world. Our world is no longer simple and predictable. There have been brief periods in our history when many could describe their world as being stable and predictable, like a good episode of *Leave It to Beaver* or *The Brady Bunch*. However, it is time we all **accept reality** that there is no possibility of turning back to a simple and steady lifestyle. The rate and pace of change in our personal and professional lives, and our world at large, will only continue to increase.

As we **accept reality**, we minimize unproductive energy worrying about our situation; and we can channel our efforts to more effectively deal with our present circumstance. There are numerous examples in both formal academic studies and real-world experience that demonstrate value in accepting reality as it is and moving forward with solutions to deal with it.

Once we make a decision to **accept reality** when looking at our world as it continues to grow in complexity, intensity, and uncertainty, then we can begin to transcend the challenges of a constantly changing world and make continual progress on our path to reach our full potential.

Questions to Consider

If I were to ask you about the areas in your life where you struggle with accepting reality, what would you say?

Are there close relationships that are struggling, and do you prefer to avoid this reality?

Are there areas of your personal finances where you would prefer to continue to delay taking action?

Are you avoiding the reality of a difficult situation at work?



Accept Responsibility

The second step in **The Acceptance Principle** is to **accept responsibility** for our response to the various situations and circumstances we face in today's world.

There are numerous examples around us of individuals playing the "blame game" when outcomes fall short of expectations:

- Poor performance in school is often blamed on the teacher or the classroom environment.
- Poor performance in the workplace is often blamed on a poor boss or the demands of competition.
- Struggling relationships in families are often blamed on the other person.
- Examples of steroid use in professional sports are often blamed on the pressures to compete.
- The business decisions that resulted in the worst financial crisis since the Great Depression were often blamed on the pressure to continue to produce growth in revenue and profits.
- Examples of teachers correcting student test scores to raise classroom averages have been blamed on the pressure to maintain funding.

The consistent behavior of making excuses when things don't turn out the way we want weakens us as individuals and weakens the very fabric of our society. With respect to personal growth and accomplishment, when we fall into the trap of blaming our shortcomings on others or our environment, we quickly position ourselves as a victim and momentum builds to continue to underperform in the future.

Many times, there are very legitimate reasons and obstacles that hinder our ability to reach our potential or accomplish some specific goal. There are bad bosses in the workplace, poor teachers in the classroom, difficult members in the family, and there are extremely heavy pressures to remain competitive on the athletic field and in the

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business world. However, when we move beyond just the acknowledgement of those obstacles to blaming those obstacles for the choices we make and the outcome that results, we quickly move to the position of a victim. That choice limits our potential, shackles us to our situation, and prevents us from rising above and overcoming.

When we **accept responsibility**, we bring our choices to the forefront of the situation. We become a product of our choices, not our situation; and we begin to head down the most effective path to reach our full potential.

Questions to Consider

If I were to ask you about the areas in your life where you struggle with accepting responsibility, what would you say?

Are there challenges in close relationships that you prefer to blame on another?

Is there a particular personal goal that continues to seem unreachable, and you have developed a long list of excuses for not achieving it?



Accept Reality and Accept Responsibility

There are no quick fixes or fast-and-easy solutions to the challenges of today's world. As the saying goes: if it sounds too good to be true, then it probably is not true. There is no substitute for the timeless, universal, and self-evident truth contained in the **law of the harvest**. We cannot expect to reap an abundant harvest in the fall, if we do not put the effort into planning during the winter, preparing the ground and planting in the spring, and cultivating all summer long. The path to reaching our full potential is no different than the path to an abundant harvest on a farm.

As we apply **The Acceptance Principle** in our lives, we will journey down the most effective path to reach our full potential. In addition, as we guide our thoughts, decisions, and actions by **The Acceptance Principle**, we will build and strengthen our character and **Character Creates Opportunity**[®] to reach our hopes and dreams.

One final note: the readers of this paper will most likely be adults. However, I would like to remind all of us of the words of Aristotle: "Good habits formed in youth make all the difference." I would encourage you to share the concept of **The Acceptance Principle** and that **Character Creates Opportunity** with the children and adolescents in your care.



About David Esposito

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

He has developed award-winning resources under the brand **Character Creates Opportunity**[®], a character-development initiative designed for all ages. He is the inventor of **Abundant Harvest**[®] and **Face to Face**[®]: award-winning conversation games that are being utilized in families, schools, counseling programs, and faith-based organizations worldwide. The games help families and educators open a door to more effective communication and encourage decision making based on principles such as honesty, loyalty, and commitment with the intent of reinforcing the law of the harvest, simply, you “reap what you sow.” Abundant Harvest and Face to Face help foster effective conversations on real-world issues and develop the critical life skill of face-to-face communication that is rapidly being replaced by today’s online chatter.

David is also the author of a series of books about ***The Principles of Our World***[™]. The books provide parents and teachers with the opportunity to read to young children and talk about a variety of situations they will experience in life.

David’s character and leadership skills were cultivated at West Point and through leadership assignments in the US Army Infantry. As an airborne ranger infantry officer, David led a rifle platoon 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.

After launching his business career as a top sales representative, David quickly rose through the ranks of corporate America advancing to become the president of a \$100-million-plus medical diagnostics company.

David and his wife Tracy founded and sponsor the Harvest Time Partners Foundation, a charitable organization that supports children and young adults in the pursuit of character-building opportunities worldwide. The Foundation supports a wide range of initiatives from college scholarships to community-service projects, as well as international efforts to reduce the suffering of children and young adults.

David provides support to individuals, families, and organizations on a variety of topics and subjects encompassing personal and executive development, team building, leadership training, and building a strong marriage and family.

Visit www.harvesttimepartners.com to learn more.