


NO MATTER WHAT

5 Practices to Maximize your Impact

Imagine...

A close-up photograph of a grey, rectangular payment terminal. The top surface features a light green rectangular area with a circular logo containing a stylized green figure and the text "PAY BY TOUCH" in green capital letters. Below this area, two small circular ports are visible. A person's hand is shown at the bottom, with a finger touching a recessed area on the terminal's surface. The background is a blurred, light-colored surface.

PAY BY TOUCH

In the News

By 2008, the jig was up. Pay By Touch, the subject of securities fraud lawsuits, was forced into bankruptcy and ultimately had its assets liquidated. Following the company's collapse it was revealed that a Federal Deposit

Pay By Touch Troubles

BLINDED BY UNICORNS

inst firm

But today, Pay By Touch is bankrupt, and the millions are gone - squandered, investors contend in lawsuits, in an extraordinary spending spree that burned up venture capital at a rate of \$8 million per month.

News

How 'visionary' raised - and lost - a fortune

Farewell, Pay By Touch, Farewell

Pay By Touch faces bankruptcy petition

Pay By Touch snubs down
biometrics services



A woman with long dark hair is smiling and shaking hands with another person whose arm is visible from the left. The background is a blurred office setting.

**Important
Initiatives**

A woman with her hair in a bun is smiling and holding a tablet computer. She is wearing a light-colored top. The background is a blurred office environment.

**Emerging
Technology**

A man in a dark suit is pointing at a whiteboard with a diagram. He is in a meeting with other people, some of whom are partially visible. The room has blinds in the background.

Civility

A desk with a laptop, several papers, and a pen. The scene is dimly lit, suggesting an office or meeting room.

**Uncertain
Market**

PETITION TO FILE FOR BANKRUPTCY

Debtor 1

First Name

Debtor 1

First Name

Part 2:

7. The Bank are und

Fill in this information to identify

United States Bankruptcy Court for

District of

Case number (if known):

8. How

Official Form 101

Voluntary Petition

The bankruptcy forms use joint case—and in joint cases the answer would be yes. Debtor 2 to distinguish between same person must be Debtor 2. Be as complete and accurate as possible. If more space is needed, attach a separate sheet (if known). Answer every question.

Part 1: Identify Yourself

1. Your full name

Write the name that appears on your government-issued identification (for example, your driver's license).

“

It's only within the unknown
that you can realize your potential.



#NOMATTERWHAT

Known

Unknown

Growth
Goals
Potential
Breakthrough results

Known

Uncomfortable

Unknown

Growth
Goals
Potential
Breakthrough results

Leap of Trust

Known

Uncomfortable

Unknown

- Growth
- Goals
- Potential
- Breakthrough results

Trust

The courageous act of seeing possibility
in the unknown.



NO MATTER WHAT

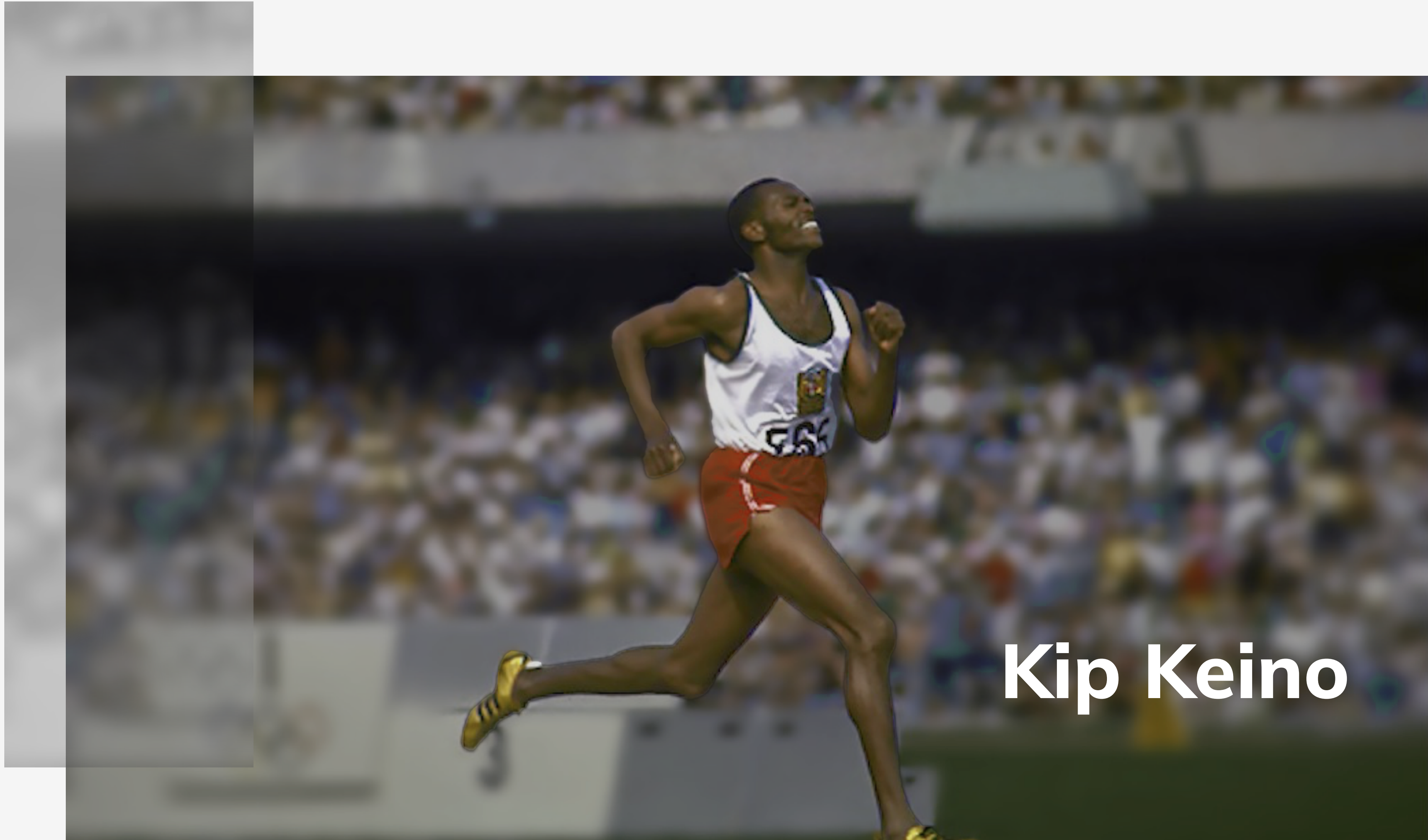


01

HUNT DISCOMFORT

Mexico City 1968 Olympics





Kip Keino

A dark, low-key photograph of a vintage ambulance, likely from the 1950s or 60s. The vehicle is white with a prominent chrome grille and bumper. It features several emergency lights on the roof and a large bell on the side. The text "Rushed to the hospital" is overlaid in a large, white, sans-serif font across the center of the image. The background is dark, making the white vehicle stand out. The overall mood is somber and urgent.

Rushed to the hospital



Kalenjin Tribe



Kip Keino



Jim Ryun



Discomfort is discomfort.

“

The more you meet discomfort anywhere the more you'll be prepared for it everywhere.

Learn up to

4x

faster

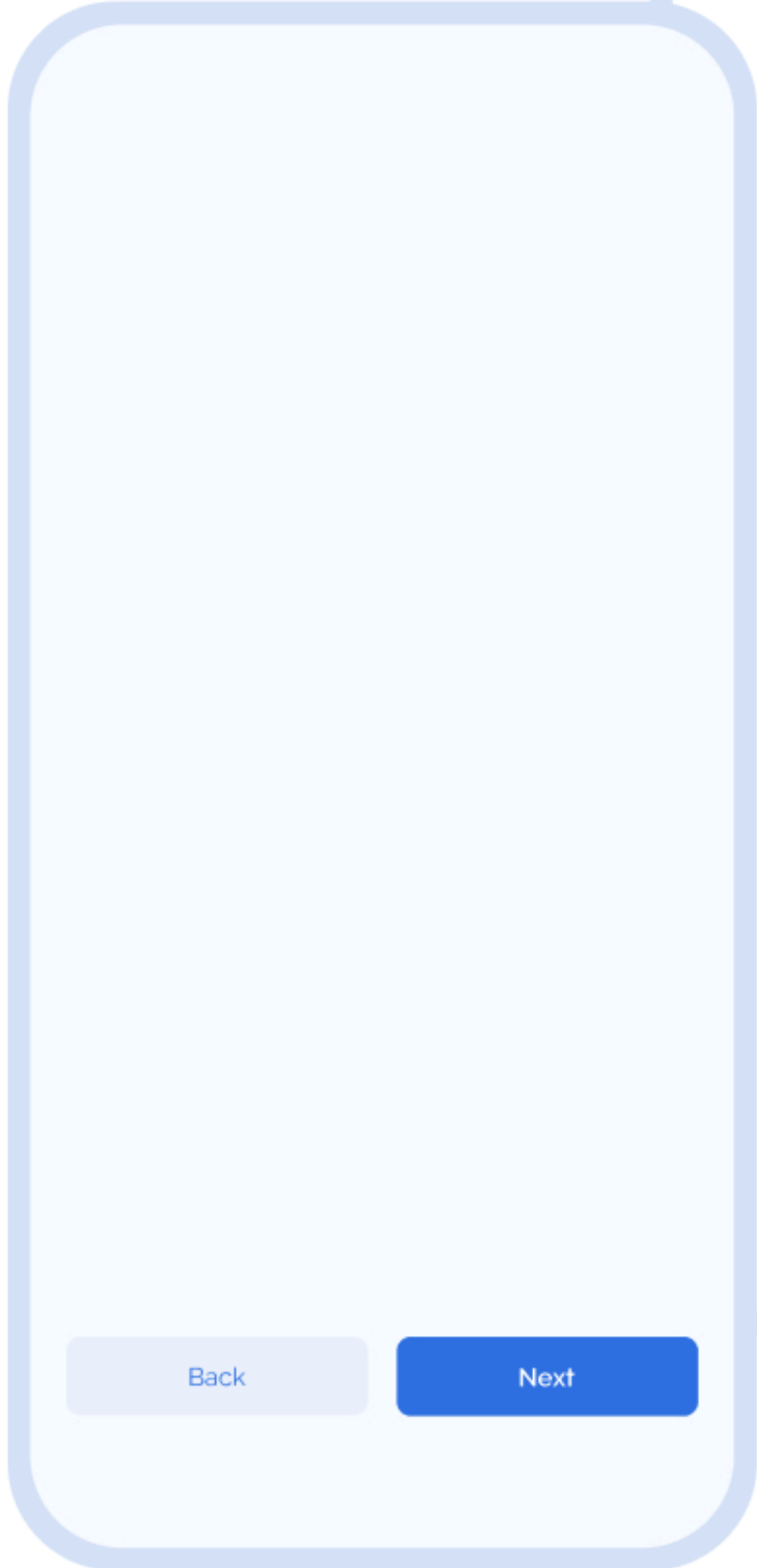
COMPANY CULTURE

Welcome to the Church of Fail

How social media consultancy NixonMcInnes fosters innovation by celebrating its employees' mistakes. [🔗](#)

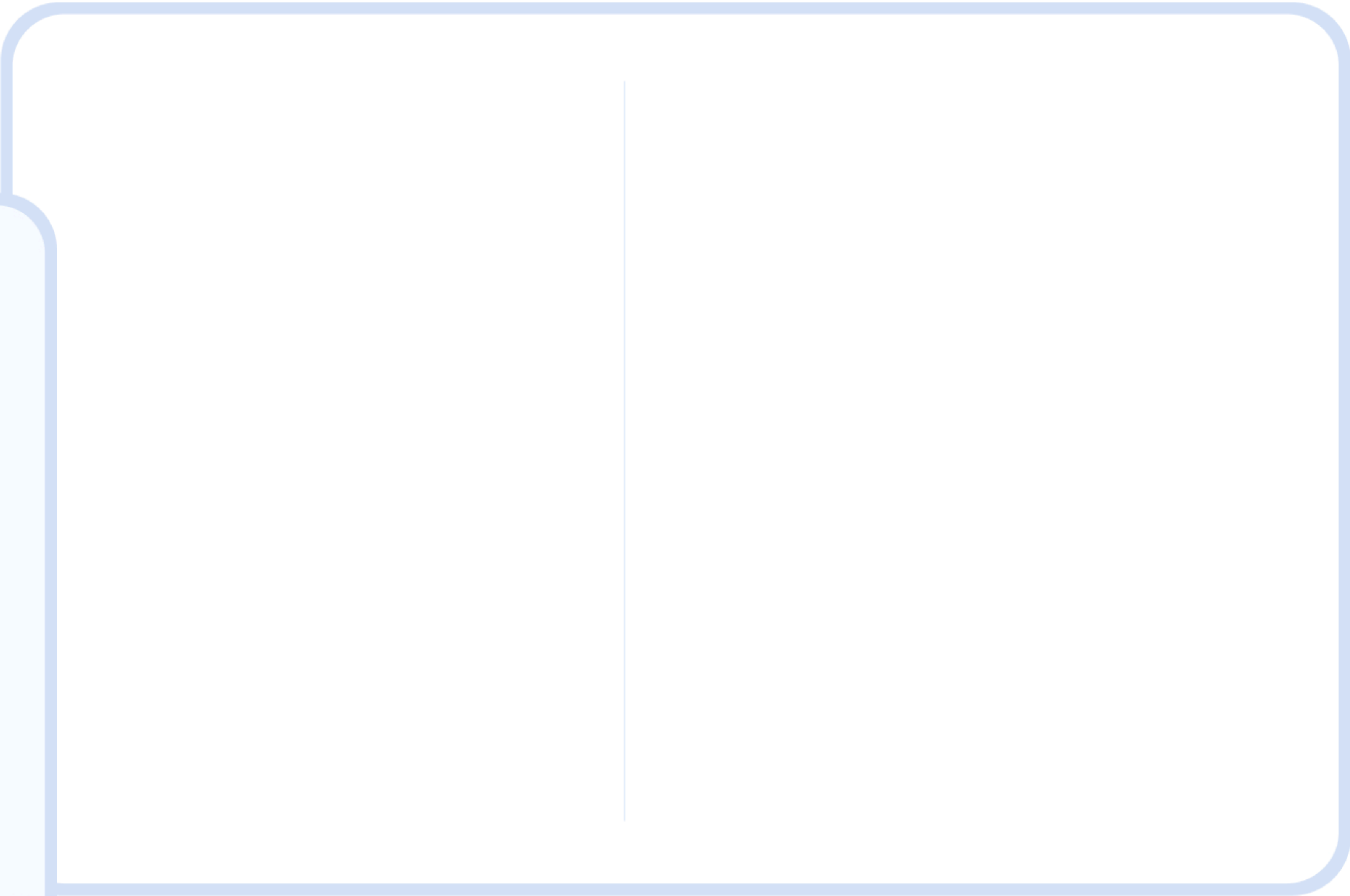


NM



Back

Next



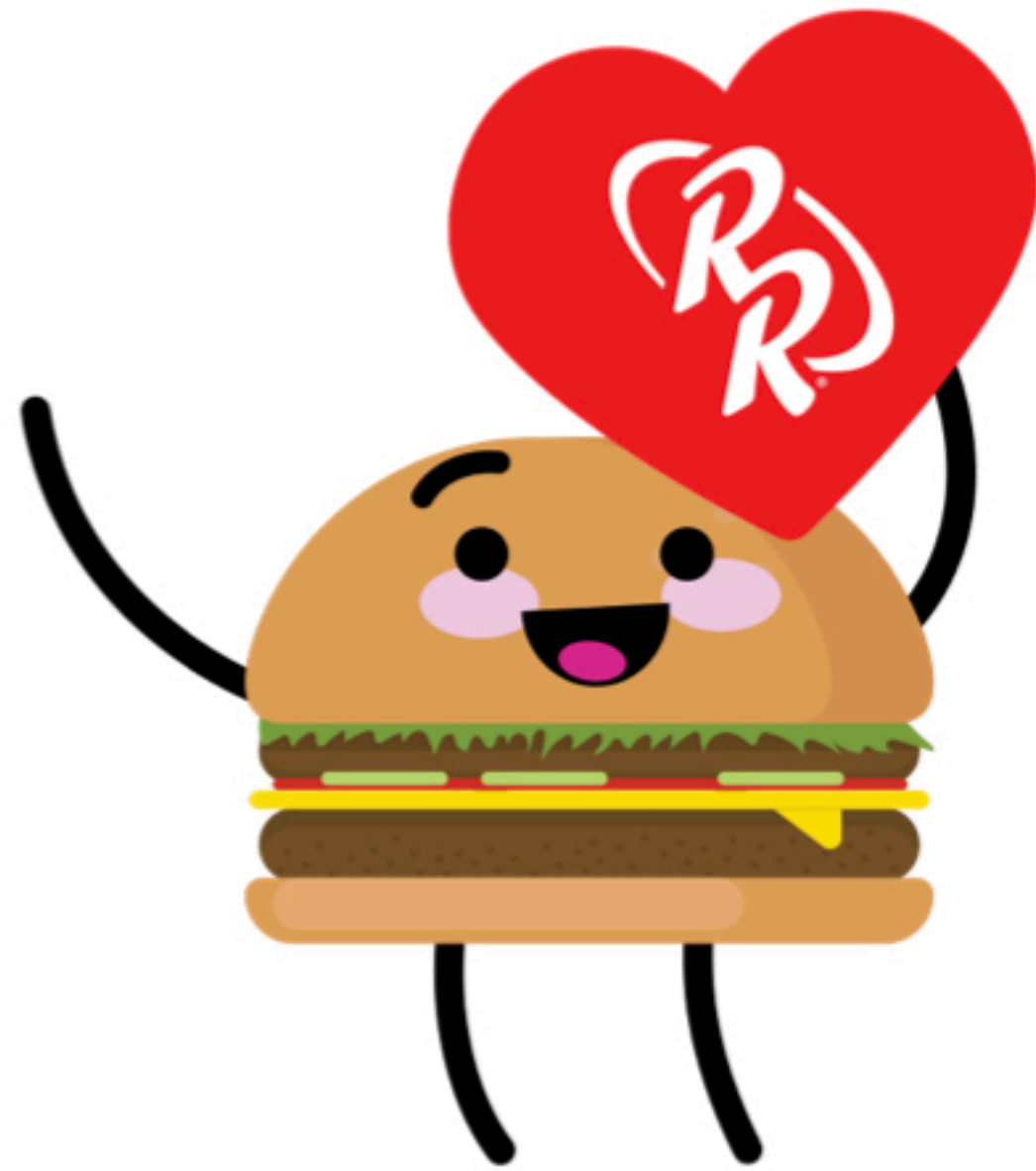


02

GET A TATTOO

Dennie Marie Post

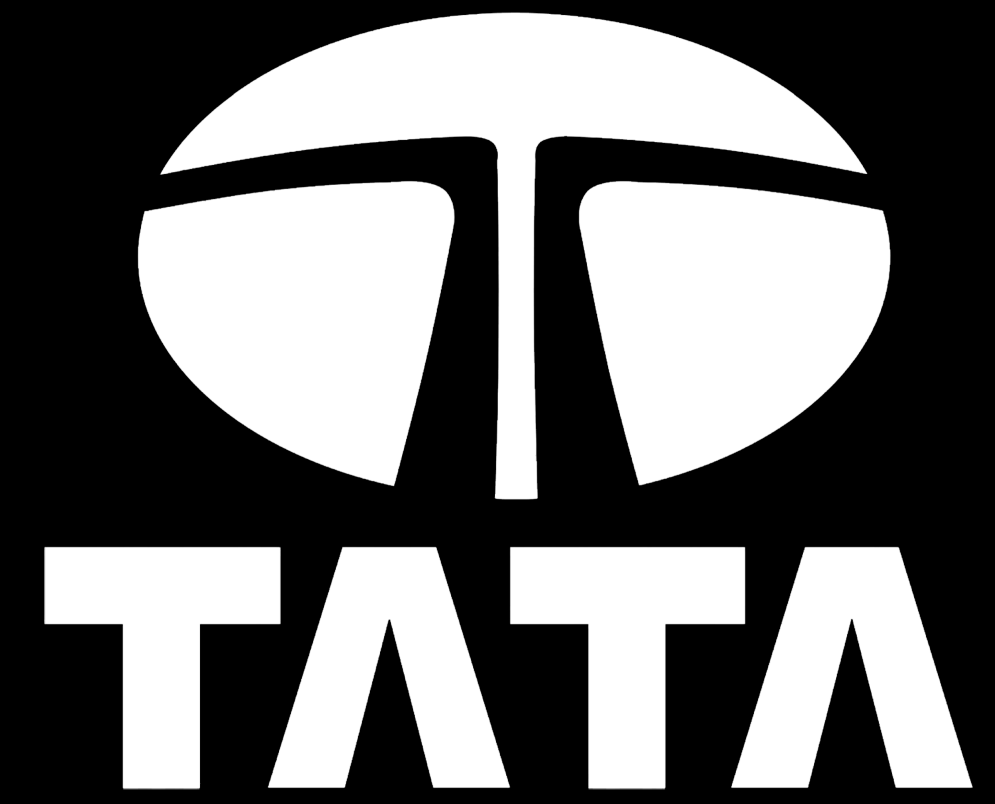






“

Your commitments need to be
bigger than your discomfort.





03

BUILD A STREET GANG

THE HOLISTIC CULTURE INDEX

Performance Dimension

Aspects of an effective and productive culture

Accountability

Clarity

Resilience

Vision

Impact

People Dimension

Aspects of a supportive and inclusive culture

Psychological Safety

Empathy

Belonging

Values


Learning



Key Value Drivers

Aspects predicted by culture factors

- 
Well-being
- 
Performance
- 
Engagement
- 
Retention

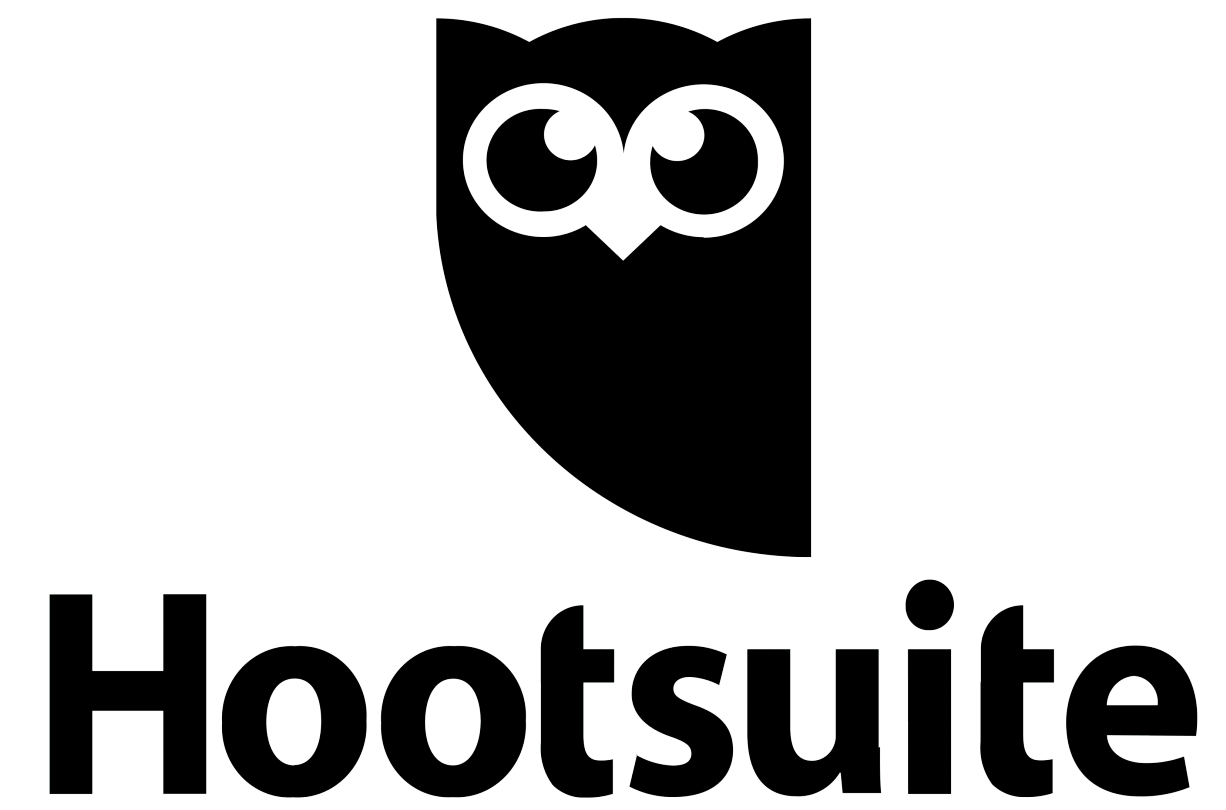
An aerial photograph of a dense, lush green forest. The trees are packed closely together, creating a textured, vibrant green canopy. Overlaid on the left side of the image is the text '95%' in a large, bold, white, sans-serif font. The numbers and the percentage sign are thick and have a slight shadow, making them stand out against the green background.

95%

**More likely to achieve your goals
with a street gang.**

**More likely to achieve team
success with a street gang**

3.9x



NEWS

CEO Names Employee 'Czar of Bad Systems' to Fix What Sucks About His Company



04

FLIP IT

Create a bigger problem.

A close-up, profile view of Richard Branson. He has long, wavy, light-colored hair and a full beard. He is looking off to the right with a thoughtful expression. His hand is resting on his chin, and a gold ring is visible on his finger. He is wearing a blue shirt. The background is a dark, textured surface, possibly a chair or sofa.

Richard Branson



10m pounds | \$18m dollars



4B pounds | \$7.2B dollars

“

Your biggest challenges can become your
greatest success.

**Use your problems
as your path.**

Putting it into practice...

The way out is through

To: info@seamless.com

Cc: Bcc:

From: sterling.hawkins@advancingretail.org

Subject: Seamless App

Why don't you have me speak?

**Best,
Sterling**

Send

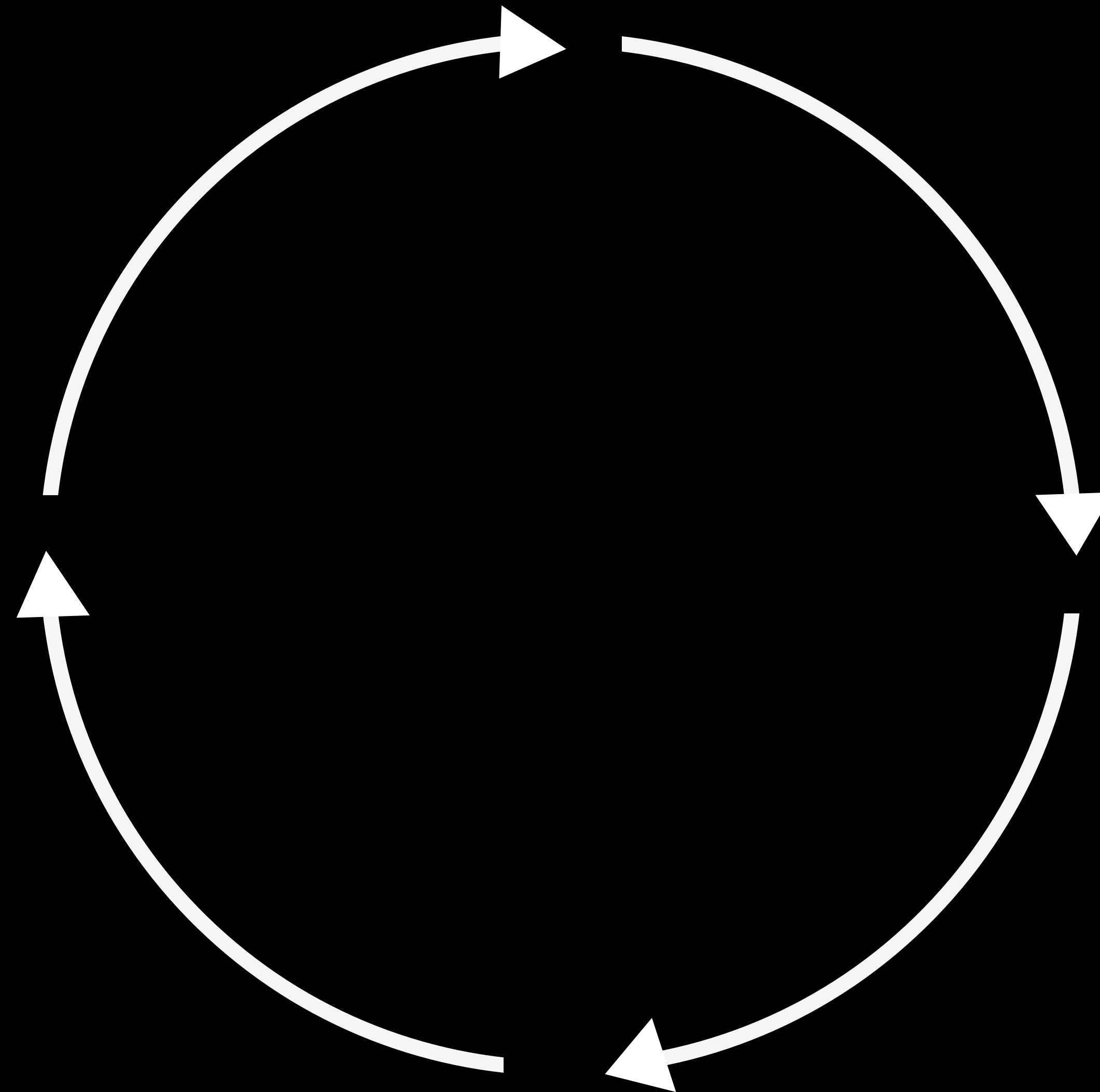


01. Hunt Discomfort

02. Get a Tattoo

03. Build a Street Gang

04. Flip it

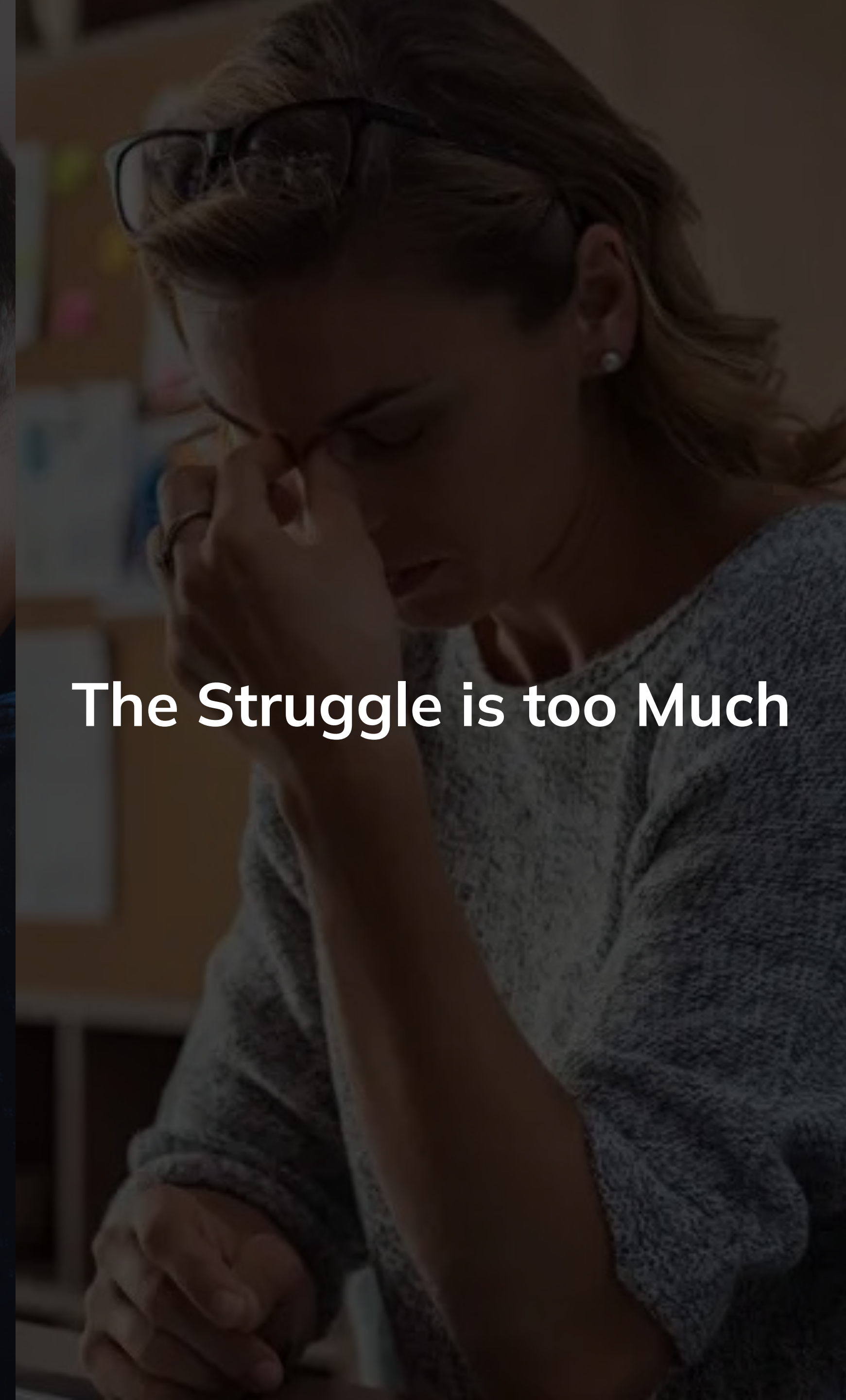




Strategies Fail



Motivation Runs Out

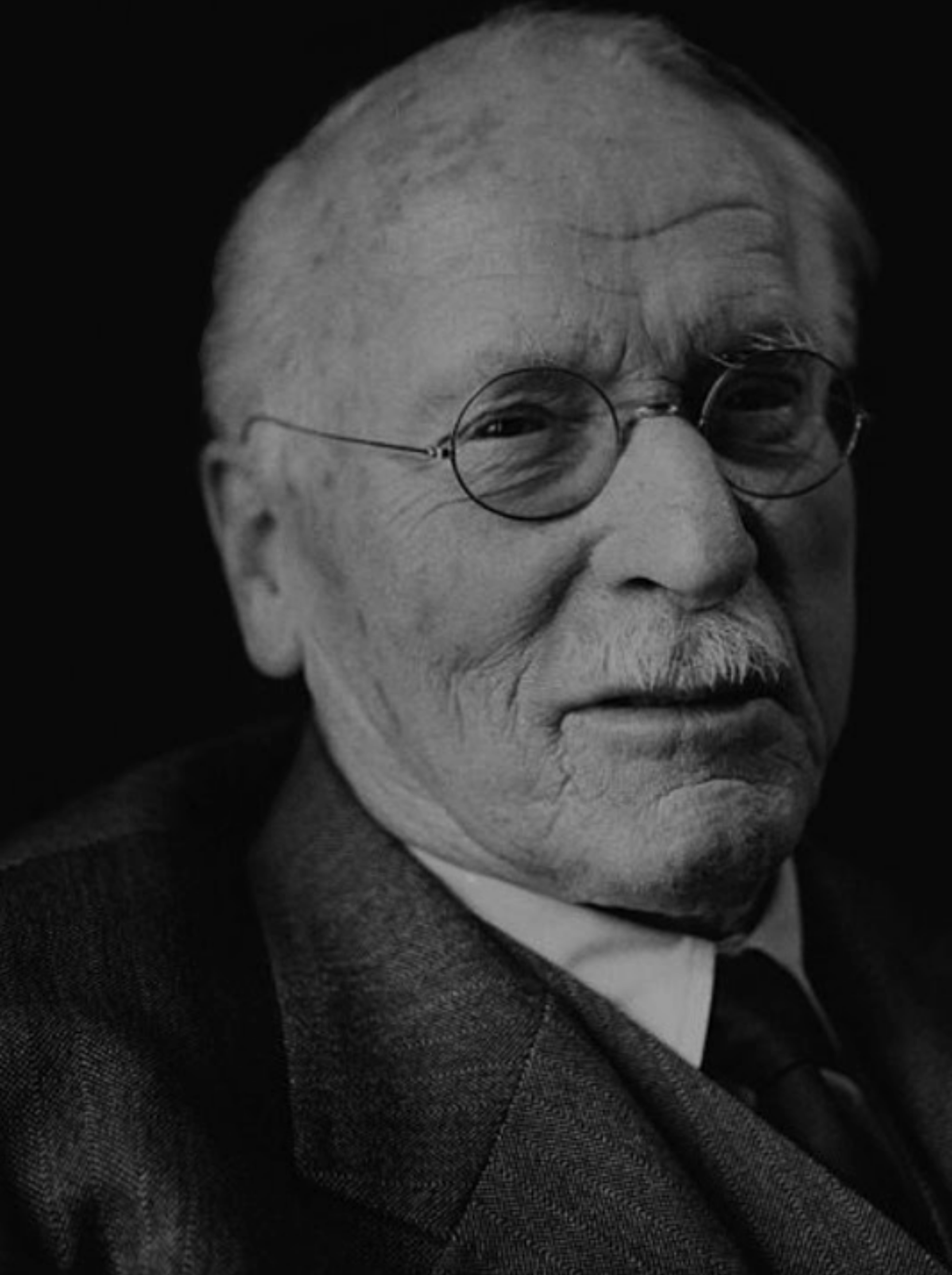


The Struggle is too Much



05

SURRENDER



“

**We cannot change anything until
we accept it.**

**Condemnation does not liberate,
it oppresses.**

Carl Jung



What beliefs can you surrender that are no longer serving you?



& Technology

ook:
xpo

Tweet us at:



@SeamlessAsia

Created by

SPARK SOMETHING

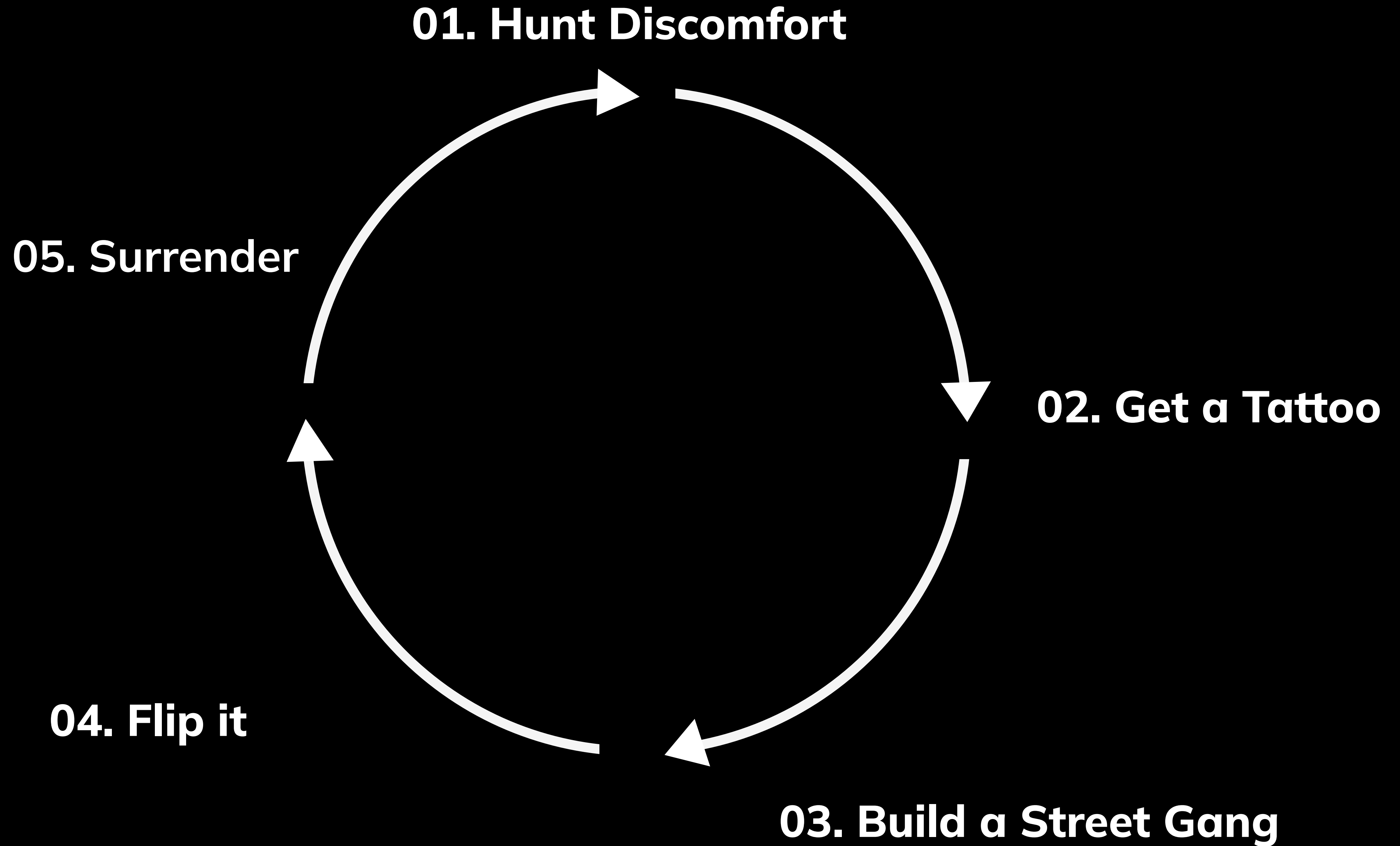
TERRAPINN 

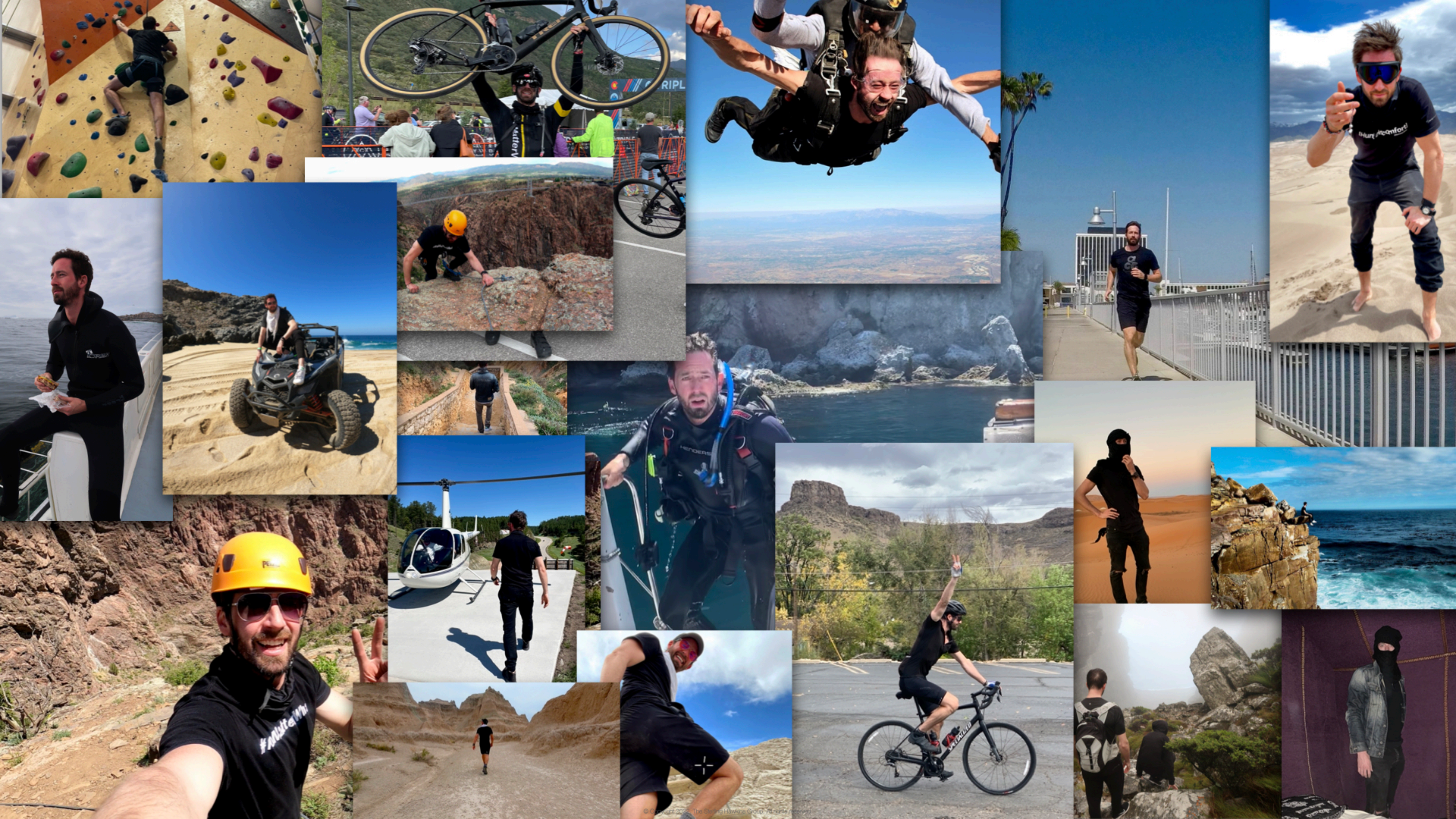
@Sterling Ha
Center for Ac





The way out is through
And the way through is trust.







What's your No Matter What



Universal instability. Universal truth.



NO MATTER WHAT



 **@SterlingHawkins**

 **@Sterling_Hawkins**

 **/SterlingHawkinsPublic**

 **STERLING
HAWKINS**

 **EXECUTIVE
NETWORK**

#SHRMExecutiveNetwork