



2012 *jd* jackDALY year in review.

Once again, the year just passed was one filled with considerable accomplishments. This is my annual summation and reflections, similar to a year-end report on business to a Board of Directors, with a singular focus on the personal side of my life. Several boxes were ticked off my bucket list, and included plenty of travel, endurance races and FUN! Many people were supportive of my efforts along the way, no one more than my wife Bonnie, still at it after 43 years of marriage! THANKS Bon!! My theme for the year was “Making a Difference”, by being physically fit, productive and balanced with FUN! The year can look to be exhausting, and I suppose at times it was. But, I wouldn’t have it any other way. For the most part, the year followed according to plan, and I hope the readers enjoy this “look back.”

HIGHLIGHTS: Hell, the whole year was a highlight film! But, if forced to choose a few, here goes. On the big plus side, we welcomed our second Grandson into the world on March 28, Mr. Wyatt Benjamin Young. On the minus side, I once again fell just shy of qualifying for the Ironman World Championship race in Kona, and contracted pneumonia in Spain which benched me from competing for TEAM USA in the Long Course Triathlon World Championship. I did, however, set a PR in my 12th Ironman at a time of 13:06. An exciting day for me was to race a Marathon with my lifelong friend Rick Iovine, which was his first and his good health is reflecting his focus on a consistent exercise routine. Son Adam completed his first year with me in the business, and he’s now positioned to take his business channel to the next level- it’s been fun to work with him and it’s brought us closer together. Read on for more exploits, as it truly was a year of accomplishments.

BALANCE: I truly am blessed to enjoy my profession of professionally speaking, and the success stories are numerous. These successes include business successes, individual successes and life- saving successes (truly). I’m fortunate to have a business which is in great demand, and if not managed properly, I could find myself in hotel rooms most of the year and burned out. Years ago, recognizing this, I devised and implemented a system to ensure balance, by way of planning in advance the max number of sleep nights in a hotel for business, and tracking accordingly. The year fairly well followed closely to plan, and the categories tracked are business nights, home nights and nights away for fun. Here’s a summary of the last few years:

| Sleep Nights | '12 Actual | '12 Goal | '11 Actual | '11 Goal | '10 Actual | '10 Goal | '09 Actual | '08 Actual | '07 Actual | 2013 Goal |
|--------------|------------|----------|------------|----------|------------|----------|------------|------------|------------|-----------|
| Business | 109 | 128 | 117 | 104 | 119 | 129 | 101 | 132 | 130 | 144 |
| Home | 179 | 148 | 151 | 166 | 188 | 157 | 175 | 141 | 130 | 130 |
| Fun | 81 | 90 | 98 | 95 | 68 | 80 | 78 | 83 | 77 | 91 |

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In 2011, business nights exceeded goal by 13 nights, as some unique and appealing international opportunities presented themselves, so we traded some home nights for that opportunity. In 2012, business nights were 19 shy of goal, for two primary self-initiated reasons- 1) three operations in the month of December and 2) elected to allocate a full training month prior to Ironman #12 in Tempe, AZ. The operations were bone spurs removed from both big toes and the following week, the metal plate in my shoulder put in 4 years ago was removed. While the training was designed with the hope for a Kona spot in Ironman which didn't materialize, it did garner me a PR. Surgeries all completed (unplanned at beginning of year) and recovering well. Special note- the 2013 goal is a big increase in business nights of 144, primarily coming out of home nights, for the following unique opportunities- Both the UK and Australia/NZ have asked me to put on several "all city" events, which will put me in front of hundreds of CEO's in a variety of cities. This same request has been made for several cities in the USA. We have additionally planned for hosting Sales Workshops in those cities shortly thereafter. This all fills in nicely with the expansion of both the Leverage Coach Channel and the Workshop/Summit Channel. Opportunity knocks and I'm answering!

HEALTH/FITNESS: Since 1994 I've now raced 57 Marathons, 7 in 2012, including 3 Boston Marathons and covering 30 states. Since 2004 I've raced 42 triathlons, 6 in 2012. Since 2007 I've raced 12 full Ironmans, 4 in 2012. Clearly, racing endurance races is a big component in my life! Combining my races with my business obligations is certainly a juggling act, and so much comes down to forward planning. (2013 is again a heavy race and travel schedule- love it!) For the most part, races completed as planned. On the disappointing side, not getting a slot to Kona; being in Spain with TEAM USA and not racing due to pneumonia; and not picking up any new states in my Marathon in each of the 50, all qualify. On the plus side was racing 4 Ironmans in a single year; racing 2 Ironmans in a single month; setting that PR in Arizona at 13:06; raising \$50k for cerebral palsy via racing; completing my 12th Ironman, which puts me in "Legacy", which should enhance my chances for a slot to Kona (in fact, have reserved a house for race week in Kona on the bet that I get there!); finishing the Boston Marathon on a race day that was nearly cancelled due to extreme hot weather; racing 70.3 Honu Ironman, which was won by Lance Armstrong and was his last race; completed the Beach Cities Challenge, which entailed completing three specified southern California Marathons in a single year; and being able to race with my friend Rick Iovine in his first ever Marathon!

Here's a summary of key stats of physical activity, with commentary following:

| Activity | '12 Actual | '12 Goal | '11 Actual | '11 Goal | '10 Actual | '09 Actual | '08 Actual | '07 Actual | 2013 Goal |
|------------------------|------------|----------|------------|----------|------------|------------|------------|------------|-----------|
| Workout Days | 240 | 250 | 245 | 250 | 268 | 254 | 182 | 204 | 225 |
| Run (hours) | 133 | 180 | 170 | 144 | 171 | 102 | 93 | 93 | 160 |
| Run (miles) | 785 | 1200 | 1056 | 864 | 930 | 585 | 517 | 531 | 1000 |
| Bike (hours) | 251 | 192 | 178 | 225 | 220 | 222 | 149 | 148 | 240 |
| Bike (miles) | 3992 | 3100 | 2855 | 3600 | 3463 | 3903 | 2385 | 2393 | 3600 |
| Swim (hours) | 43 | 75 | 51 | 84 | 87 | 76 | 73 | 104 | 50 |
| Swim (yards - k) | 125 | 220 | 157 | 250 | 260 | 218 | 204 | 286 | 150 |
| Strength | 66 | 72 | 81 | 96 | 99 | 93 | 21 | - | 60 |
| Total Exercise (hours) | 498 | 519 | 480 | 549 | 577 | 493 | 336 | 345 | 510 |
| Wine (days) | 173 | <175 | 156 | <175 | 143 | 178 | 173 | 176 | <175 |

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Now, that's some data! Health and fitness is a big focus in my life, designed to live a long, fit and happy life; and, the activity is something I truly enjoy (Bonnie would say I'm addicted!) I started the year with a weight of 179 lbs and finished the year at 182 lbs. However, my weight stayed between 177 and 179 year round until December, where I was benched pretty much from exercise due to the surgeries, and elected to wine out and pig out as well. Given that, a small price to pay and will be below 179 thru out 2013! Given the unusual December of 3 surgeries and being benched from exercise, I'm really proud of my stats for the year. Workout days essentially on plan. Intentionally dropped my run miles/hrs down as a result of troublesome bone spurs and shifted the time to the bike. So, 74% of goal on the run offset by 131% on the bike. My run race times suffered a bit but also posted my best bike times ever. Regarding the swim, I've come to recognize that the incremental gains I would make in swim race times would require a significant number of training hours, which could be better leveraged in overall race performance with more time on bike/run/strength. Additionally, finding swim opportunities often tough with the travel schedule I have each year.

The plan is a total of 510 total exercise hours, which equates to 13 forty hour workweeks, a significant commitment given a planned 235 nights of 365 out of town. This 510 hours a week is about 10 hours a week, relatively light when compared with most triathletes logging 15-20 hours a week. I've also recognized a direct connection between less weight equals better race finish times, so goal is to lose 10+ lbs in 2013- strict adherence to proper diet and goal exercise should do it (and, a little less wine along the way!) Got back into gear with blood platelet donations, where I was benched prior year due to travel restrictions- donated 4 times in 2012 and plan for 2013 is 5. All doctor visits (and then some with surgeries) were held as planned, as well as targeted water intake and flossing! The 50 state Marathon goal just gets harder and harder with 30 now completed. Remaining states are not frequently (or ever) visited and # of Marathons offered not many. Nonetheless, have identified and targeted 5 new states for 2013! Additionally, have added "Insanity" video workouts totaling 60 hours to the goals for 2013, ideal for working out in hotel rooms. Overall, a year of tremendous accomplishments, sprinkled in with some disappointments, and looking forward to a banner year to shout about in 2013!

FAMILY/GRANDPARENTING FROM AFAR: With 2 Grandsons living on the east coast and us on the west coast, boy is this challenging both physically and emotionally. We had 6 planned visits planned for the year and logged 5- not bad. Sure glad we put these in writing! It's a bummer to miss things like birthdays and Halloween, but we max out our time when we are with them. Since 2011 was such a blast having the Young family at our house in San Clemente for a week, we did it again in 2012. No disappointments there! Malcolm's 2nd visit to Disney even better than the first, and Wyatt at the time all of 5 months old, he will be ready for a return visit asap. Beach days were terrific and the "Malcolm pool" (spa) in the backyard was an equal success. Malcolm was a buzz of constant activity and Wyatt just smiled 24/7 for the entire week! 6 visits and another beach week planned for 2013-why mess with success?

TRAVEL: The actual mirrored the plan- Queenstown NZ, Lake Taupo NZ, Australia (twice), Napa, Big Island Hawaii, Maui, Paris, Normandy, Spain, UK, Ireland, Moscow Russia, and thruout North America- YEOW! So may highlights, here are a few: Extended weekend in Queenstown NZ, staying in a penthouse overlooking the city and

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being hosted by Gibbston Valley Winery; storm delayed Ironman at Lake Taupo; extended wine country weekend in Napa Valley, staying at house on Del Dotto Winery property and sampling several of the best wines and foods the world has to offer; Rick & Kathy Iovine joined us on two Hawaiian islands for about 10 days, including the 70.3 Ironman; Bonnie and I running around Paris like first time visitors (we were), and vowing a return; river cruise from Paris to Normandy, with great weather and in awe of the history and sacrifice at Normandy beaches; racing Ironman Melbourne Australia with mates Mark Betts and Mark Moses, along the way raising monies for cerebral palsy; on all of the above, Bonnie was my travel mate, but I soloed a 2nd trip to Australia, as well as return visits to Moscow, northern Ireland and the UK, all of which had great stories as well! Was this really in a single year? Imagine, my air mileage dropped from the 212,000 miles and 165 flights in 2011 to 182,000 miles and 140 flights. Too funny- I only drove 4,155 miles in my car for the year, which narrowly beat out my 3,992 miles on the bike (had it not been for the surgeries, bike would have exceeded the car!).

And 2013? The craziness continues in such a good way: month long visit thru out Australia and new Zealand; two trips thru out the UK; two trips to Hawaii; Cabo San Lucas, Grand Canyon, Calif wine country twice and first ever visits to Wyoming and Montana. Stay tuned!

MISCELLANEOUS: Bonnie and I celebrated 43 years of marriage, which is mind boggling because I don't even feel 43 years old! I took the metal plate the Doctor removed from my shoulder, had it made into a necklace and that was my anniversary gift to her (and, I'm still living to tell about it!). Thanks Bon for putting up with me. Melissa and I finished the year long interview process, and she will be shooting for my biography to be completed in 2013 (the process likely will trump the book, as it was fun to be able to share my life with our daughter in an extensive fashion). Bonnie and I not only attended our first Bat Mitzvah (Darien Moses), but we were surprised to be included in the ceremony, which was quite meaningful for us. Bonnie's Mom has now made the transition moving from Florida to be closer to us in California, which has been good for all. Fun to have Adam in the business with me, and look forward to taking it to another level in 2013. He and I had a blast with him at the controls of an airplane as he flew out of Long Beach airport for a fly over the harbor and adjacent communities, while I white knuckled in the back seats! We have some cool things planned for 2013, check back a year from now for those! Adam and I decided to sell the Costa Mesa home, and that will close in January. We look to continue to rent the house in La Quinta and are looking at several options regarding our primary residence- more on this in 2013. Bonnie continues to be the best cook on the planet, so the goal was 97 meals cooked at home. Because of my surgery driven December, she easily beat goal with 112 meals, again adding to my waist line! (it was worth it!). That made up for her shortfall of 9 meals in 2011. I read 25 books, short of goal of 30 (but several were the length of 2 books!). My movies goal was 48 and the actual results were ridiculous- Heck, with 3 surgeries and benched for the month of December, I saw 33 movies in that month alone. That, combined with all the international travel which means movies on flights, found me with a total of 92 movies for 2012.

BUSINESS NOTE: I elect to cover this in a separate document. Summary is a busy year in 2012, and a jammed schedule ahead in 2013. I'm fortunate to enjoy what I do, and the demand for services appears.

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SUMMARY OVERALL: 2012 was a terrific and memorable year, and 2013 looks to be headed in a similar direction. To those who joined me in any part of the journey, thanks, it was a blast. For those who will be with me in 2013, let's do it in style! My theme remains the same: Physically fit, productive and balanced with FUN! Come on 2013!!

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