

For those readers new to this annual write-up, this is my summation and reflections on the personal side of my life, similar to a Board of Directors Report in the business world. As noted in last year's report, Bonnie declared I was overextending myself, and as I reflected on the year I agreed to scale it back a bit. At the same time, I noted that the year would be jammed with more than most would be willing to venture out on. Both were accomplished.

Before reviewing my personal happenings, a quick recap of the family. Sadly, over the Christmas holidays, Bonnie's Mom Peg passed away. She lived 90 healthy years, of which I knew her for more than 50 of them, and we were fortunate to have her close by in California for the last few years. Grateful for the years we had. Looking ahead, we are focused on June 2017, as son Adam became engaged to "his" Melissa and the wedding is in June. Our Grandsons Malcolm (8) and Wyatt (4) continue to grow in so many ways, and will be joined by Jake with the big wedding. Daughter Melissa's health all points to a positive direction, and Bonnie and I celebrated our 47th wedding anniversary. Time flies!

So, I call it "Life by Design", and I've been practicing it for decades. I hope readers of this report are personally encouraged to "step up their game", and reach for their dreams. They are truly in reach.

HIGHLIGHTS: Tough to pick an opener, but moving to our new home which we had been eyeing for a decade sure has to rank up there. Took the opportunity with the move to build a custom wine cellar, which is fully stocked with 1,000 bottles, so come by and visit. Of course there were plenty of Marathons which will be noted later, but travelling to Greenland with Mark Moses and running the Polar Circle Marathon certainly makes the highlight reel! Published my third book in three years(titled The Sales Playbook with Dan Larson), and now can lay claim to #1 Amazon Best seller three years running. Pursuit of my Bucket List recorded so many "ticks of the boxes": Phoenix Open with stadium seating on hole #16 with Rick Iovine; Kentucky Derby with Adam Witty and my Business Manager Jennifer and her husband John; Ryder Cup with host Lane Gold; Mt. Rushmore; Dubrovnik visit; Gondola ride in Venice; dog sledding in the Arctic; Barossa wine retreat; stadium roof walk in Adelaide with Jim Moularadellis; glacier and icebergs in Greenland; golf on some of world's finest in Tasmania, Australia, Ireland and the USA; Pompeii ruins; and, completion of my tour of the Presidential Libraries. Grateful to have my supportive wife Bonnie with me on so many of these adventures.

BALANCE: 30+ years ago we moved to weather friendly southern California, which we enjoy immensely. Yet, I'm here less than half the time, as I jet the world with my speaking profession and personal pursuit of my Bucket List. Left unchecked, I could find myself "hotel caged". Years ago, Bonnie and I agreed to decide in advance the # of nights away from home as a max, and my Business Manager Jennifer does a great job orchestrating the calendar accordingly. We decided to increase the # of nights Home in 2016, and the good news is 168 in 2017 (and the plan was 157) versus prior year actual of 121. Here's an historical look at how it works.

YEAR	17	16	16	15	15	14	13	12	11	10	9	8
	Plan	Act	Plan	Act	Plan	Act	Act	Act	Act	Act	Act	Act
Biz	111	107	111	131	125	146	138	109	117	119	101	132
Home	173	168	157	121	131	138	142	179	151	188	175	141
Fun	81	91	98	113	109	81	81	81	98	68	78	83

The plan of optimizing a combo of biz and personal travel was the key to execution here. As can be seen of a review of the above stats, for the most part, things that get measured get done. The highlight was not just more days at home than planned, but year over year comparison was a net gain at home of 47 days or 39% improvement in that desired metric. Goal in 2017 is a similar performance, with several "at home vacations" planned with friends/family.

HEALTH/FITNESS: Fitness results in 2016 was a mixed bag, some highs, some lows, and an overall improvement from 2015 yet shy of prior years when I had Ironmans on my calendar. I've targeted one full Ironman and two 70.3 Ironmans in 2017, so overall exercise levels should go up. Overall exercise hours were nearly one hour per day with a total of 356 hours compared with last year's 283.

On the racing front, it was 9 overall Marathons, bringing lifetime tally to 88 in my quest for 100. Of those 9, 6 were new states, bringing state total to 49 (New Jersey is the missing state, which will happen in October). Surf City Marathon was the first of the year, which made for a full weekend for Rick and I as we spectated at the Phoenix Open the day before. The following weekend I raced Mississippi Marathon, a point to point raced in 26.2 miles of headwinds. Mike Wein and Susan Haag were out there running Atlanta Marathon for my state #46 (Mike is world recognized age group performer in the Ironman sport and Susan logged her 100th Ironman in 2016). In May I squeezed in local OC Marathon and new state Fargo North Dakota, where I was joined by Andy Heck (always great to have company!). My favorite 70.3 Ironman in Honu was raced, albeit where I pretty much walked the run as I was truly fatigued. Scenic Montana Marathon was next, followed three weeks later in Omaha where I qualified and competed in the USA National Olympic Triathlon Championship (I was way back in the pack, whereas speedster Mike Wein was near the front!). Three weeks later I found myself in Roswell, New Mexico Marathon, which was really lonely with less than 50 Marathoners in total on an out and back route. Bonnie rooted me on in South Dakota for state #49 Marathon in early October, just as that part of the country was closing down for the cold winter weather. Fun visit to Mt. Rushmore and Crazy horse memorial was the bonus here. Two weeks later, it was Mark Moses and I knocking out the Polar Circle Marathon. With the first 10k on an ice cap base and knee high snow, coupled with all day race of minus 20 degrees and 28mph winds, it is now my #1 favorite Marathon of the 88 lifetime. No intention to ever race it again, but one hell of an accomplishment and lifetime memories! Special note was the goal of running 1,000 miles in the year, which was accomplished Christmas Eve with my Grandsons at the finish. 2017 plan is to wrap

up all 50 states Marathons, all continents Marathons with Great Wall China in May, and an Ironman on all continents in November in Malaysia. Big stuff there! Summary of key stats follow:

Activity	2017	16	16	15	15	14	13	12	11	10	9
	Plan	Act	Plan	Act	Plan	Act	Act	Act	Act	Act	Act
Exer days	250	222	225	184	225	242	228	240	245	268	254
Run hrs	132	200	160	170	160	152	142	133	170	171	102
Run miles	700	1000	1000	893	1000	974	728	785	1056	930	585
Bike hrs	252	79	130	61	180	154	183	251	178	220	222
Bike miles	4k	1129	2k	954	2k	2464	2858	3992	2855	3463	3903
Swim hrs	24	3	36	8	36	32	35	43	51	87	76
Swim yds (k)	72	6	100	21	100	87	100	125	157	260	218
Strength	72	74	60	35	60	69	65	66	81	99	93
Rowing (hrs)	48	-	-	-	-	-	-	-	-	-	-
Total Hours	528	356	386	273	436	407	427	498	480	577	493
Wine days	200	250	175	206	175	181	169	173	156	143	178

Weight maintained acceptable delta to 180 year round. Big step up in hours and exercise overall planned for 2017, reflection of tracking bike on both outside and stationary, goal of rowing added and commitment to racing another full Ironman. 528 hours is a step up over past couple years, but consistent with prior Ironman years. It's all about commitment. This step up should result in desired weight loss of around 10 lbs. Increased planned wine days is more planned time at home combined with new wine cellar. Cheers and balance!

Doctor visits were all completed according to goal, each with positive reports. Blood platelet donations were 8, compared to goal of 5. This is significant for me, as each visit positively impacts on average 3 people's lives. Lifetime donation count now over 200. Water intake and flossing on plan, and backed off the "shakes", as no material improvements seen last year as a result. Overall sleep hours per night have improved to an average of 6 per night, although big variances with travel schedule. Note as well, too many sick days during the year, as well as periods of exhaustion, so need to stay alert about overextending myself.

FAMILY/GRANDPARENTING FROM AFAR: Kids living on both coasts, with their own adult agendas; Grandkids with their school and activity schedules and living on opposite coast; and a world traveling schedule sure provides its challenges to family time. We celebrated Christmas twice, a week apart on

each coast, thereby getting to see all. The Youngs visited us for a week on the Calif beaches, which was terrific but too short. As well, we linked up as the calendar and travel provided. This will continue to be an ongoing challenge, requiring work and coordination by all in the family. The upcoming wedding and a family cruise, as well as year-end holidays will all enhance 2017 in this regard.

TRAVEL: As is customary, the actuals pretty much fall in line with plan, as most is booked a year or more in advance. 168 air flights were logged in 2016, compared with 170 in 2015. That represented 219,991 miles, compared with 216,157 miles in 2015. Fun fact is always my personal car mileage – 4,126 miles this year compared to 2,420 miles (as Bonnie reminds me, you can't log many when you aren't home!). World travels were show stopping: Amsterdam magical; Dublin, Ireland pure fun; two visits to Australia, one with Bonnie where we were hosted by our good friends the Moularadellis and ventured to our favorite Barossa wine country; my first visit to Tasmania, and it surely won't be my last; returned for second visits back to back years to Kuala Lumpur and Singapore, and I can never get enough of those (special note that I took on the stinky fruit – Durian – hosted by George Gan); tremendous hospitality shown to me by EO in both Panama (where we private flight toured over the Canal) and Nova Scotia; bike toured Copenhagen on way to Greenland, a relaxing week on the big island of Hawaii, built around Ironman 70.3; plenty of stops throughout North America; the lifetime memories of Greenland, with dog sledding, icefjords, et al; and sharing a truly special trip with Bonnie to Venice, Rome and cruise along the Croatian coast (including so many great stops like the Pompeii ruins and Debrovnik to name a few).

And to think that 2017 schedule has more Bucket List visits in store!

CATCHALL: I played double digit (11) rounds of golf for the first time in years, whereas I used to play triple digit numbers of rounds. This was enough to get the golf bug bite, which I now plan to up the rounds in 2017. Of the 11 rounds played, 3 were on the Top 100 in USA, bringing me to 92 on the list of 100. As well, several more of the rounds were on Top 100 of the World list. The Phoenix golf Open with the infamous 16th hole was a total hoot. More like a 4 day Woodstock Concert experience, where I'm convinced many never saw a single golf swing! The Kentucky Derby was a long time Bucket List that got checked off, and always fun to hold the winning ticket ("costumes" were all you've ever thought of, and then some). Visiting the Presidential Libraries has turned out to be one of the more fun excursions I've taken on (each with its uniqueness and oddities). The Ryder Cup was so much fun that I believe I will be a regular when it's in the USA, and possibly when in Europe as well (note, golf like you've never experienced, particularly on the fans side of the ropes). Touring Venice, Italy is a lifetime highlight and Bonnie did it right with reservations at the Hotel Gritti. Murano glass visit and purchase, Gondola ride, and historic visits were a few notables. Windstar cruise is always living a life of the rich and famous (at least for a week!). A weather challenge on the route provided us a bonus stop in Pompeii ruins, which was mind boggling. Every port was a wow! Rome is Rome (can never get enough!). Back in the states we really marveled at Mt. Rushmore. I'd love to tell you about my private tour of the CIA headquarters (thanks to my good friend Simon Sinek), but if I shared, I'd have to eliminate you. Suffice to say, it was special. And then there was Greenland and that North Pole Marathon (stop by our house and see the customized photo book; a picture is worth a thousand words).

I read 38 books compared with goal of 24, and watched 87 movies compared with a plan of 60. (Remember, lots of air flights). The plan was to have 104 home cooked meals and Bonnie outdid herself cooking up 112, another contributor to my few pounds of weight gain. Plan for 2017 has been upped to 117 (hey, more nights at home, seems only fair).

My personal goals for 2017 are posted in a separate document, suffice to say they are equally ambitious (life is to be lived!). Additionally, my business plan and highlights are covered separately as well, and there are quite a few exciting new endeavors scheduled there as well. My speaking gig count was managed to 91 for 2016, managed down from the 113 of 2015. For 2017, the plan count is 100.

SUMMARY: I'm grateful for the life I have, and the people I count as friends. I'm privileged to be able to share my experiences with others, so they might elevate their life and businesses. I'm blessed with good health and a robust business. Excitedly looking forward to 2017, and hope to see many in my travels.