

## Recovering from Failure

Success in business or almost any endeavor is often closely associated with a person's courage and ability to recover from his or her most recent failure.

In 1928, a 33-year-old man by the name of Paul Galvin found himself staring at failure ... again. He had failed in business twice at this point, his competitors having forced him to fold his latest venture in the storage-battery business.

Convinced, however, that he still had a marketable idea, Galvin attended the auction of his own business. With \$750 he had managed to raise, he bought back the battery eliminator portion of the inventory. With it, he built a new company – one in which he succeeded, one from which he eventually retired, one that became a household word: Motorola.

Upon retirement, Galvin advised others: “Do not fear mistakes. You will know failure – continue to reach out.”

A failure, you see, isn't truly failure until you quit trying. If a venture begins to slow down, try speeding up your efforts. A good example is the child who allows a bicycle to slow to a halt. Eventually, the bicycle wobbles to the point where the child falls off. The key to turning around the crash? Peddle faster.

The same holds true for many an enterprise. There is validity in the adage: the train of failure usually runs on the track of laziness.

--Beecher Hunter