

## LeaderImpact Podcast – Episode #11 – Our Attitude Starts with Us – Mike Marchese

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### Episode Summary:

Mike has been in sales for most of his life, from his first part-time job selling wicker flower baskets door to door at the age of 13. Today Mike is the Canadian Sales Director for Grote Industries, a global manufacturer and supplier of vehicle lighting and electrical components.

Mike has played an instrumental role in the company's continued growth as a market leader and credits his team and the relationships they have built with their client base for their success.

He is passionate about helping leaders reach their full potential in their personal, professional, and spiritual lives. And he promises to leave us inspired as he will share some of his own life stories on how his relationship with God continues to grow.

Speaking locally and internationally has become an important part of Mike's life, and we are excited to be part of that journey!

So, join us now for a conversation with Mike on our personal, professional, and spiritual lives.

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### Show Notes:

2:25 – Learn about Mike

3:10 – More about Mike growing up

- Sold baskets door-to-door.
- His family and friends didn't think he would succeed due to natural introversion, but he excelled at that job and started training new kids who were starting out

4:40 – Working after high school

- Became a mechanic and didn't enjoy that job

6:25 - Met his wife at this job and she pushed him to change roles

- Thought of sales or law enforcement
- Ended up losing his job and was unemployed for almost a year. Was now married, had a mortgage and his wife was pregnant

## **“There’s a bonus if you look for it.” ~Mike Marchese**

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8:00 - Found a job driving a delivery truck, but made more money the previous year when he was on unemployment insurance

- Thought he was having a heart attack. Realized after that he was having an anxiety attack.
- Said a prayer to find a job that paid a specific amount, and promised God he would work as hard as he could. Within 2 weeks a friend called with an opportunity. The sales manager called and offered him the job with a starting salary of the amount he prayed for.
- Job was with Grote Industries and will be with the company for 30 years

10:45 – How Mike handled COVID with his team

- Created an acronym for COVID
  - C – Create opportunity. How do they create opportunity during this time? Look for the bonus
  - O – Others. Be others-focused. Get eyes off of themselves
  - V – Value. How do they bring value to their customers?
  - I – Inspiration. Find something that inspires you.
  - D – Daily gratefulness. Focus on the positive and what we have to be thankful for.

## **“Focus on the positive and what we have to be grateful for.” ~Mike Marchese**

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20:35 – Book that changed Mike

- Wasn’t a big reader, but listened to tapes. Was on the road for 70,000 km a year
- What he learned:

- Work harder than his competition
- Article titled, “Make Calls. Make Calls. Make Calls.”

#### 24:05 – Mike’s spiritual journey

- Grew up in a religious family, but hated going to church
- When he got married, he and his wife were going through the motions but were not Christ-followers
- Worked hard and built great relationships with his customers, but didn’t have a great relationship at home.
- He was so focused on his job that he didn’t see some of the trouble his son got into in high school.
- Grew up feeling he needed to be the best at what he did, and put that pressure on his wife and his son. And when they weren’t at what he thought was their best, he thought it was a negative reflection on himself.
- Enjoyed wrestling and went to a presentation by “The Million Dollar Man”, Ted DiBiase and he presented how to have a relationship with Jesus
- His wife saw a change

#### 33:55 – How Mike got involved with LeaderImpact

- A customer asked him to go on a Global Exchange to Mexico.
- What he experienced in Mexico changed him.

#### 38:20 – The faith legacy Mike wants to leave

- Wants to be someone people can trust, but ultimately wants to be able to approach God and have him say, “Well done good and faithful servant.”

#### 39:40 – What brings Mike his greatest joy

- Having the opportunity to speak and share God’s love with someone, and he leaves the rest to God.