

LeaderImpact Podcast Ep. 11 Mike Marchese - Attitude Starts with Us

Lisa Peters

Welcome to the LeaderImpact Podcast. We are a community of leaders with a network in over 350 cities around the world dedicated to optimizing our personal, professional, and spiritual lives to have impact. This show is where we have a chance to listen and engage with leaders who are living this out. We love talking with leaders. So if you have any questions, comments, or suggestions to make this show even better, please let us know. The best way to stay connected in Canada is through our newsletter at leaderimpact.ca or on social media at LeaderImpact. But if you're listening from outside of Canada check out our website at leaderimpact.com.

I'm your host Lisa Peters and our guest today is Mike Marchese. 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 how our attitude starts with us. In our personal, professional, and spiritual lives.

Welcome to LeaderImpact Podcast Mike.

Mike Marchese

Hey good to be here. Thank you for the invite, Lisa. Excited about this.

Lisa Peters

I'm excited to finally sit down with you. Now to anyone listening I do have the opportunity to sort of meet with Mike for a few minutes. We talk about where we're going. And interestingly Mike I found you because I'm in sales too right? And we're very, we're very on people. You know we're on. And as the conversation went on I really got to know Mike so I'm excited to be here because I really hope everyone gets to learn a little bit more about you.

Mike Marchese

Perfect.

Lisa Peters

So we definitely start our show by just sharing a little bit more about yourself.

Mike Marchese

Sure, so I live just outside of Hamilton, Ontario and in the same hometown, it's called Waterdown. So small suburb of Hamilton and I grew up here moved away for close to 20 years and came back home I guess so. Been here again for almost ten years now. And my family were immigrants from Europe my mom being from Holland my dad being from Italy and this is the area that they settled in. And even though I've moved away and been to many other places I guess home is home and this is where I am once again.

Lisa Peters

So in your introduction. It says that you have been selling baskets since 13 tell us a little bit about growing up being at school. Were you a great student? Were you selling stuff in school?

Mike Marchese

I was one of those great students, No. With my parents coming over young they didn't have the opportunity for education and as such, it wasn't a hard push on myself to have that either. And that kind of suited me because I wasn't a very good student or at least didn't fit into you know learning the way it was presented in school. So I was distracted I was interested in anything but my schoolwork so you know I was held back and things like that. So you know the idea that I would grow up and be in leadership of any type but really wasn't on my radar when I was younger. And going through school really didn't know what I wanted to do when I got older.

Lisa Peters

Yeah, I think that's important. I didn't know that, but that's really important to just talk about because I think you know there's that whole our leaders born or are they made? And I think they're both, but you are a testimony to that that you know what, I wasn't and I wasn't good at school either. So I'm right there with you and but I did better in university like when I wanted to go. But anyway that yeah this is your story.

Mike Marchese

Yeah, and that is a huge difference, right? Once you want to go, once you want to learn that changes everything. But for me coming out of high school I really didn't know what I wanted to do. And I thought to myself, well I have a passion for vehicles. I love cars. I love trucks. I love motorcycles. So maybe something in that regard. So I thought okay I'll take up the trades and I'll become a mechanic. And actually got a job straight out of high school working for a company where I was doing basic maintenance. And I quickly learned something though, I had no God-given talent to be a mechanic. I did stay at that position for probably over 3 years and really hating every minute of it and thinking to myself now what am I going to do? I'm depressed every Sunday night when I know I have to go back to work. That's how it was and so I thought what do I do? And I thought back to that job when I was 13 years old

selling baskets door to door. And that was something that my family and friends didn't think I would excel at in any way shape or form because I'm naturally introverted. I'm not outgoing. I'm happy to sit in a room and listen not be the guy speaking. And so they thought how are you ever going to do sales and I ended up excelling at that job as a 13-year-old. And I turned into the trainer. So when new kids came on board I was the one taking them out and teaching them how to sell door to door.

Lisa Peters

That's funny.

Mike Marchese

So yeah, had no idea the impact it would have.

Lisa Peters

You had a little bit of a little side business as the 13-year-old, sales training. I love it!

Mike Marchese

I did, I did. So I actually met my, who would become my wife while I was at this job and I really credit her with pushing me to get out of that role I was in. And that made me reflect and think about the sales position. So I thought all right? Well, maybe sales is where I would go. Also had an idea about perhaps pursuing a career in law enforcement and becoming a police officer so I started to go down both paths actually.

And what happened is we ended up in a recession in Ontario around this time. I was in my early 20s. Leona was now my wife. She was pregnant with our son. And we had a mortgage but what I didn't have now is a job because I ended up being unemployed and I was unemployed for almost a year which I certainly didn't expect. The blessing of that was I got to be there for the first few months of my son's life. And so you know whether it was mom whether it was dad whoever got him it was cool. He was used to both of us so that was the bonus side of it for sure.

Lisa Peters

I love that you found the bonus. I love that!

07:27.93

Mike Marchese

Absolutely. There's a bonus if you look for it. There's always a positive but the negative was I couldn't support my family. We didn't have the internet back then of course. So I started scouring the newspaper and looking for I just had to do anything. And I found a job driving a delivery truck which at least gave me work but I actually made more money the previous year on unemployment. So it wasn't a high-paying job but it was a long-hour job.

And one day I'm in my truck and I'm driving along and I had to pull over to the side of the road because I just felt myself getting tight and I really felt like I was having a heart attack. And I'm sitting there in my truck on the side of the road thinking. Okay, I'm too young to be having a heart attack so what's going on? And I realized today it was an anxiety attack because I just didn't know how I was going to support my family, paying my bills. And the only thing I could think of doing that day was saying a prayer. And I wasn't really I was a churchgoer I wasn't a Christian at this time and I can explain that later. But I said a prayer and I said God could you just help me find a job. It doesn't have to be the highest paying job I just want to be able to support my family and if I could just make this much I'd work as hard as I can. And literally Lisa, within two weeks a friend called with an opportunity and I had a couple of interviews. And I'll never forget it when the sales manager called me up and he goes kid I'm going to give you a shot and this was for a sales position. He says I'm going to give you a shot and if you want it I'm going to start you at this much money. And it was the exact number I prayed for in my truck.

Lisa Peters

Oh man, that's a good story, Mike. So you have been at you've been a Grote Industries for many years and Canadian sales director.

Mike Marchese

I'm the Canadian sales director and that was the job that I received that day I prayed in my truck. So I started with Grote Industries after that and this April I'll have been there thirty years.

Lisa Peters

That's amazing. That is amazing because you think of people move jobs frequently and 30 years is a great accomplishment so congratulations. So 30 years you've been there. You've been through many ups and downs. I'd love to hear you talk a little bit about you know COVID hit and you're in a sales industry like you're trying to sell stuff and I don't know about but in the auto industry I know the car lots are a little empty. So I'm sure there was a little bit of well, I'm sure there was a lot of anger and like you know why is this happening test. But how did you handle this? You have a team.

Mike Marchese

Yeah, so I'm responsible for our team across the country and all divisions in Canada. You know we really weren't too worried at first. It was going to be 28 days in my office which I thought hey this is going to be a nice break because I'm usually in on an airplane heading somewhere. And so this gave me an opportunity to be home for what I thought would be 28 days and I thought okay while my team is sitting at home how do I keep them productive? How do we keep engaged with our customers? And believe it or not, like people weren't yet accustomed to these virtual meetings and reality. So at the time I quickly set my team up with accounts to be able to do virtual meetings and I sat back one day and reflect and I said okay this COVID thing. What is it? How do we work around this? And I actually created an acronym for COVID. I

set up a weekly first and then it moved to a biweekly sales meeting with my team where we would review this acronym of COVID.

So C stood for create opportunity. How do we create opportunities at a time that's unlike any time we've ever lived in? So what does opportunity look like? And again that that story How do you find the positive right in something that's potentially negative? So really went to work on that asking my guys you know focus where do and how do we create opportunity and as a company we transitioned some equipment to make PPE equipment. We created some new lighting products for UV protection. Actually UV disinfectant type of things for vehicles. So really we did a quick transition which was great. So that was the creating opportunity.

The O stood for others, being others-focused. So let's not dwell on ourselves. I'm not happy. I'm stuck in my office. I'm used to traveling. How are we others-focused? How do we be there for our customers? How do we be there with our families? Get our eyes off of ourselves basically. So that's what I was encouraging to do with that one.

Lisa Peters

Because in sales you get wrapped up. My job is sales. I think of my son who's like, my job on this hockey team is to score. I'm like no. But the same thing, right? No, we need to be focused on others. It's more than sales so that is great. I love your O.

Mike Marchese

Well, the next part the V I think is equally important and that stood for value. So in difficult times how do we continue to bring value to our customer base? Corporately we did that. You know we sensed Okay, this could cause a problem with the supply chain. And so we greatly increased our inventories and our production schedules. And as of December 2021 was a very difficult supply chain year we ended the year at a 90% fill rate which we're blown away by and our customers are blown away by. So we brought value right to our customer base that way. And there were other ways as well. Maybe there were opportunities to do things that we wouldn't have done otherwise so just a real focus on value.

The I stood for inspiration. So you're home. We're not traveling again. Find some inspiration. When's the last time you've read a book? When's the last time you've taken a class or a course? Anything. So myself is an example I picked up a guitar and thought you know what I've always wanted to be able to play. I gonna learn guitar. Unfortunately, it was very much like my experience being a mechanic. No God-given talent.

Lisa Peters

I picked up a ukulele. Yeah, no. I so want to play. I thought well I picked up a guitar first and I thought okay ukulele has a less one-less string. No talent. But good for you.

Mike Marchese

Yeah, so yeah, where do I go for inspiration next?

Lisa Peters

If anyone's watching this on YouTube I can see Mike and there's a picture behind him of a bike. So I'm thinking you love biking I must be some inspiration there.

Mike Marchese

Yeah for sure.

Lisa Peters

So riding a bike or is that a motorcycle?

Mike Marchese

I do both so I say I'm addicted unfortunately to anything with 2 wheels and whether it has a motor or no motor. But that was a great inspiration for me in that for the first time... So I've been a mountain biker. That's my passion with bicycling. And I've been doing it for almost thirty years. But of course with my travel schedule. It was limited. So I was a weekend warrior. I would go out. The guys who were in shape would kick my butt and I'd be there wheezing on the side of the trail. But with COVID I was now home every night for the first time in my career. So I could actually have a set schedule here's the date or here's the nights that I'm gonna be out on the bike and that was a great inspiration to just be able to unwind in that way.

Which led me to the D which stood for daily gratefulness right? How are we grateful? Yeah, yeah, this isn't fun. There are things going on but we have so much to be grateful for. I'm grateful that I could now ride my bike more. I'm grateful I could be home every night with my wife. I'm grateful that I can try new things. I'm grateful that I still have a job right? That wasn't the case for everybody through these last couple of years. So just focus on the positive and what we have to be thankful for.

Lisa Peters

So obviously this is something you teach your teams. Did you tell them to do like 3 daily gratefuls. I'm grateful for 3 things or do you have some sort of exercise.

Mike Marchese

So I wasn't specific with the 3 things. However, we would go through the points on our sales meetings. So how did you create opportunity? How did you bring value? And what have you done for inspiration? And what are you grateful for? So we would actually go through there'd be 15 of us on the call and we would actually take the time to have each person speak.

Lisa Peters

Wow. So that's kind of funny because I today I just watched a TED Talks in it and I wrote it down how grateful rewires your brain and I don't think your brain knows if you're experiencing happy or if you tell yourself, you're happy. Your brain just knows you're happy so be grateful.

Mike Marchese

Right? They say at McDonald's smiles are free. That was a slogan years ago. We can all smile and it changes your disposition.

Lisa Peters

I love that you go through that weekly. Like we go through the C, the O, and the V because this isn't just a COVID response. And I know that acronym is COVID but this is management. This is you know finding the opportunities being focused on others like I love that.

Mike Marchese

We often say we need to get back to basics. I like to ask why did we leave the basics right? The basics matter.

Lisa Peters

We're all, we're all trying to look for that super cool new thing. It's not. It's the basics. It's pick up the phone. That's the other basic. But you know instead of texting or emailing, pick up the phone. And I know that's a big sales thing.

Mike Marchese

Absolutely and even more today because there has been so much email texting and messaging. It's just like...You know I spoke to a customer just last week. So he's been a customer my entire career but he's recently retired. And I gave him a call and yeah, literally it was just so good to hear his voice right? And actually have a conversation.

Lisa Peters

That's awesome. So did you...so I know I mean this is your team. This is your sales team. Did you ever...you know because you've got the customers. Did you ever transition this response to your customers?

Mike Marchese

From a corporate side, I would meet with our head offices. Do review meetings. See how our team was doing and how we were doing for them. And as part of my review meetings, I actually started all of those with my COVID response as well. So that they understood what we were focusing on and where they fit into that. So what are our goals? What's our strategic plan for the year? And how does all that work with you as our customer?

Lisa Peters

And how did they respond to that?

Mike Marchese

It was interesting. I could see people taking screenshots because I would actually have a PowerPoint up with the points and people asking me for copies of it and things like that. So I think it went over very well.

Lisa Peters

That's excellent. Yes, you just shared some love right there. Good because I'm sure people listening are writing down your acronym for COVID.

Mike Marchese

I hope so. And if you if there's anything at all you remember out of that be grateful. You have much to be grateful for.

Lisa Peters

So you have spent the majority of your life in sales and is there a leadership book or a sales book that changed your life?

Mike Marchese

You know I would say that changed my life, I would say that's pretty significant if something did. And being that I grew up with this mindset that I'm not a good student I wasn't a big reader early on. But we all had a cassette player in our car. And I would listen to tapes. So that was the avenue I took. I was doing my first few years I was traveling roughly 70,000 kilometers a year in my car and that gave me a lot of time to be listening to tapes. And if I was to share something I remember with you it was actually 2 different people, and I forgive me I don't have the names, but the one was basically telling me to work harder than my competition. So when you think as an on-the-road salesperson when you think you're done for the day, go make one more call. So I started to do that and I did that at times with customers I didn't necessarily want to call on. You know that one's going to be a waste of time. Do I really even want to bother? Or I start driving home from Ottawa now and get back in time. It's like no, I'm gonna make that one more call. And I remember I use Ottawa as an example because I remember this one circumstance where I made that one call to a gentleman who everyone said he's a really tough guy to deal with like you don't want to deal with this guy. And he was my one last call in this afternoon and he did what we call a changeover. He made the decision that afternoon to take out my competitor's product line and put mine in and that just showed me right that one more call.

Lisa Peters

One more call. That is a great story.

Mike Marchese

So have always worked to do that and I think it comes back to my parents right? The work ethic that they showed just was instilled in me. And the second one wasn't a book or a tape. It was actually an article and the title of that article was, "Make Calls. Make Calls. Make Calls." Again resonated with me and so when I was a territory manager, a sales representative it was my goal to outcall anybody that was out there whether they were a direct competitor or just someone in the industry. And I think part of that came to that promise in my truck that if I got this job I would work as hard as I could.

Lisa Peters

Right? That's great. When you talk about the audiotapes because I think we could be about the same age. So I got some audiotapes. Did you ever listen to Zig Zigler?

Mike Marchese

I had listened to some Zig Ziglar. Yes, yes for sure.

Lisa Peters

I still have his and I was cleaning out my computer and found them yesterday. I'm like I need to listen to these because he just throws in so much humor. Like every, I don't know, he knows how to throw in humor just so you start listening, and then you like I need a laugh.

Mike Marchese

One of the others I listened to was Bob Proctor who just passed away a week or two ago I believe. So, he left a long legacy.

Lisa Peters

That is good. So we're going to transition now a little bit about your spiritual side. If you can maybe share with us sort of that journey. You spoke of it a little earlier and said we'll get back to that but share it with everyone else because I think people think we grow up in this strong faith and you know many of us, we didn't.

Mike Marchese

Yeah, know, yes, yeah, well I'm certainly that person. I grew up in a church, a religious family. We actually attended church twice per Sunday we had a morning service in an afternoon service and much like my first job I hated every minute of it. But I did it as I was taught. That's what I was supposed to do. And my wife actually grew up in the same denomination. Not the same church building but the same denomination and that's how we met.

But we were actually in the same boat. Neither of us really resonated with what we grew up in. And so, we got married and we were going through the motions. So, we were going to church. We were bringing our son to church. We were doing all of those things. But when I was out on the road on Monday, there was no evidence in any way shape, or form that I was a Christian right? If we say we're a Christian, it technically means we're a Christ-follower that we're following the ways of Jesus. and other than going to church on a Sunday I wasn't doing that.

So the promise I made in my truck. I think was significant. So again, work ethic, I worked very hard. But in doing so and building great relationships with customers I forgot about my relationship at home to the point my wife and I were on the brink of a divorce. It was messy. It was ugly. I was in a very bad place. And my son was of the point he was getting older at this point and he's just seeing the hypocrisy in it going Why do you make me come to church every week when this is who you guys are and what I see? And my son ended up, I found out later starting drugs in high school. And by the end of high school was quite heavily into drugs and alcohol and I was so focused on myself, I didn't even notice that. I was blind to

it. You know and I think back now it's like how could I be so blind? How could I be so selfish to that?

Lisa Peters

I don't think you're the only one Mike. I think a lot of parents, it happens and they just (think) how did I not know, how did I not know? So thank you for sharing that. Thank you for sharing.

Mike Marchese

Yeah, and the impact we have on our children, and it goes back, right? So my relationship with my parents and everything else. Well, I'll tell you as someone who felt he was, you know, joked here today that I wasn't a very good student, well I really believed that right? So, I was looking for worth. And one day my teacher, so this was in grade 3 after being held back a year, asked me to go to the front of the classroom. And she asked me to do something quite simple for everyone else in the class. She asked me to write my name on the board. And I didn't know how to spell my own name. So, I was standing up there and I was mortified. I was getting angry. I'm thinking how why would you do this to me? And so, I'm embarrassed. So I really think I walked away from that and from that day forward I had to be the toughest, the strongest, the best in sports. Like I had to show somehow that I had worth and value.

So, I think that's part of why I did good in my career because it was this perfectionist aspect of me. That I needed to be the best at no matter what I did. And unfortunately, I put that same pressure on my wife and my son who didn't need to be the best at everything they did. But if they weren't, I thought it was a negative reflection on myself. So that's what was driving my family relationships down, my difficulties with my wife.

And as a guy who always loved fighting. So I watched professional wrestling when I was younger and boxing and all of these different things. I was invited out one day to hear a professional wrestler speak at a conference. It would have been very much like a LeaderImpact forum or conference like that. And the wrestler's name was The Million Dollar Man Ted DiBiase. Some of you might recognize that name.

Lisa Peters

I heard that name.

Mike Marchese

Ted gets up and starts you know talking about these old wrestling stories and a lot of things that I remembered and resonated with. But he talked about reaching the pinnacle of success in his industry, more fame, more wealth, more anything that he thought he'd ever achieve but he was empty and broken. And I'm thinking, I never expected to be here in my life and I'm really feeling empty and broken right now like I'm messing things up. And he shared the gospel that day in a way I had never heard it. So as I said, I had religion which I thought was all about rules and I hated those rules. But Ted started talking about a relationship and how he started a relationship with Jesus. And I'm thinking how do you have a relationship with Jesus?

And so he shared the gospel and for the first time in my life, I realized I was in need of forgiveness. I wasn't the good guy that I thought I was and as a person who thought he was a Christian and would go to heaven when he died, I realized that day I'd be the guy that Jesus says to depart for I never knew you. And that just woke me up.

I left there and my wife would tell you today that when she had a new husband. And it's not like I changed overnight, but you know suddenly this guy who didn't read picked up a Bible and started reading the Bible on a daily basis. A book I never thought I could never understand. And now I'm bringing it to my wife going did you know that it says this? Have you seen this? Like this is amazing! And we both just started to grow in our knowledge and understanding of what it means to be a Christian and how we're forgiven and loved we're now married, we'll be married 33 years I think this year.

Lisa Peters

So when you came home from the event, was your wife, you know I mean she saw that you were changed. Was there a buy-in right away like we're moving forward in our faith? Or was there ever a, she's like yeah I'm not so sure. Like she wasn't at the event you know. You kind of had to sell her there. It goes with your sales techniques. I don't know.

Mike Marchese

Well thankfully she did see a positive change in me, right? So that always helps, but it certainly wasn't immediate. I would say probably a 3-to-4-year process of me sharing, started having them listen to various messages or pastors online things like that. And we just started to grow and learn. And my wife quite frankly, was afraid and had a fear of leaving what we grew up in. So that's hard. That's a hard thing to do. Family doesn't understand and things like that. So there was a concern there.

But once she hit that point, and I'll never forget it, one morning it was a Monday morning, it was a Sunday morning, and she's like I want to go to this new church we found. I'm done with our old life. And I want to move forward. So it was a few-year process. But once the decision was made it was made.

Lisa Peters

I have a question I'm gonna throw this out there. But when you make the decision do you ever find that the crap starts coming at you to go are you sure you want to make this decision? Like you know and I'm gonna name him, gonna call him the devil. You know we believe and then all of a sudden. There's that other force that's coming and going yeah, you know what, why don't I just share something bad with you. Why don't I force you to think differently and just try to sway you right? Someone else is fighting for you.

Mike Marchese

You are absolutely correct. And I've heard stories of other people that are even worse than mine. But yeah, there's certainly that there. And what it is, in the Bible there's a spot Ephesians and it talks about the fiery darts of the evil one which is what you're talking about. There are times where I've just felt like I'm being attacked going, who are you to share Jesus with someone? Who are you to do this? You know who you are inside, right? And you can have those things and what I love later in that verse is it says take up the sword of the spirit which is the word of God. And I truly believe if we are professing Christians, if we are not in the word of God, being fed on a daily basis, we can't fight those fiery darts. So yeah, I believe strongly in that.

Lisa Peters

I hope people can understand that because that is very hard. That you think what comes into your mind is so negative. And like you said who are you to think you can do this? And it's not you saying that. That's outside. So how did you become involved with LeaderImpact?

Mike Marchese

So a customer of mine in Alberta actually. We were away at an event and he was kind of aware of my journey here from religion to relationship and truly becoming a Christian. And he'd heard me speak at a few different industry events where I'm talking about our products, our company, and things like that.

And he actually invited me to get involved with LeaderImpact in their international ministry. So where they go out and go to South America or somewhere in the world and hold events. So he'd asked me if I consider going to Mexico on what was called a global exchange. And I listened to him of course. And I gave him what I call the Christian answer when you don't really want to do something. Do you know what that is Lisa?

Lisa Peters

No, all I know is Christianese.

Mike Marchese

Well yes, there's that but what we tend to do is say I'll pray about it. Oh, that's interesting I'll pray about it. So that was my way of saying probably not. But I held my word and I did pray about it. And I started to think about the fact that I had been praying for opportunities within business to be able to share my faith, to be able to share my journey but it didn't quite click yet that that's what was offered to me with LeaderImpact.

So then a little while later we go to church and our pastor does a message on what's called the great commission. It's in Matthew 28 that says Go therefore and he focused on that first word, go for the entire message. Go, go, go and at the end of it, my wife looks at me and says I guess you're going to Mexico. So I said all right I'm doing this, I'm signing up I now I get it.

So I signed up to go to Mexico with LeaderImpact and admittedly with extremely low expectations because I'm thinking I've been sharing at home and I really haven't seen any, you know, great positive outcomes from it. I haven't I haven't led someone to Christ if you will and things like that. But what I saw happen in Mexico so profoundly impacted me that I've never been the same since.

And I've really seen...you know God just asks us to be faithful. Forget those lists of dos and don'ts and rules. I think of that command now to go. And if we just go and that doesn't mean we have to go to Mexico right? Go to your neighborhood. Go to your workplace. Just go and watch what I will do. And that's what I saw in Mexico and I've seen it every place I've traveled to date and it's never changed. So I love the LeaderImpact International ministry and I can't wait to hit the road with them or should I say the sky's with them again.

Lisa Peters

During COVID I have done some speaking for them like because we're not flying anywhere so we Zoom into countries with translators and it's been amazing and I have been asked to travel which I mean right out Mike there's an expense to that and maybe I have said I'll pray about that. I have done the Mike Marchese line. But I have been asked and you just may be sold me.

Mike Marchese

Well, Lisa but I'm encouraged by that. And you know I was in the same boat. Why do I want to spend that much money and a week plus vacation to go and do this? But yeah and you know what, again, technology's wonderful because like you, I've had the opportunity to speak via Zoom and platforms to South America, to the Caribbean, and you name it over these last two years which has been a blessing. But I miss that personal face-to-face interaction.

Lisa Peters

Well one of the questions I ask all my guests because we are LeaderImpact, is we are dedicated to leaders having a lasting impact. And as you continue to move through your own journey have you considered what you want your faith legacy to be when you leave this world?

Mike Marchese

Yeah, certainly a good question. And my faith legacy... you know. Previous to that encounter that day with the wrestler. My legacy would have been all about career success. What did I achieve? How high up the ladder did I go? And really that did a 180 after that. I want to now be a person, a leader, a coworker, someone people trust. So they might not like my answer. They might not like the response but they're gonna trust me because they know my character. That's important to me. But at the end of the day, I am far more worried today about the legacy I leave with God. And it's my hope, my desire, my prayer to hear the words Well done good and faithful servant. That's ultimately the legacy I want. yeah for sure. Good Great I Love that? yeah.

Lisa Peters

It's your spiritual sales goal.

Mike Marchese

For sure. Great, I love that.

Lisa Peters

So my last question and I again ask all my guests is what brings you the greatest joy.

Mike Marchese

Greatest joy. Well let me go back in that story a little bit because I left you hanging with a little bit of it. My son. So when my wife and I ended up becoming Christ followers and becoming Christians we had one rule for our son and that was to come to church with us. And he would come to church with us reeking of whatever he was doing the night before. He'd literally show up Sunday morning still drunk or stoned or whatever. And the old me wouldn't have brought him to church because I would have been worried about what people thought. Now I didn't care. I'm happy you're here. I want you to come with me. And this was about a 2 year process. You know after all that other stuff, about a 2 year process of him coming most weeks with us. And one day he stood up and his life changed just like mine did. And he's never done drugs since that day. He's active in our church, he volunteers. He now has his own successful business. I just...such a change. When he gave his testimony and told his story he shared how seeing the change in his mom and I, he knew that God had to be real because that's the only way it could happen. And when he said that Lisa I bawled like a baby.

So what brings me joy today, I don't believe that success in witnessing is seeing someone come to Christ, if that happens, you know, Hallelujah. But success and joy is having the opportunity to speak and share with somebody. And I just leave the results to God. When I get to have a spiritual conversation, that's the best day of my life, and each time it happens, that's the next best day of my life.

Lisa Peters

You have a great attitude. I love that. Thank you! Thank you Mike for sharing with us today. It has been it has just been a blessing to share the last 40 minutes with you and to hear your story. And I thank you for sharing all the little details because I think people listening I think we come from everywhere. And I loved your fact, you went to church every Sunday, twice on Sundays, but on Monday not so much you weren't we put it all away right? But you're here today to tell the story that's different and I think we can all get there. We all can get there.

Mike Marchese

We can absolutely all get there.

Lisa Peters

So life isn't always easy, but it's a journey. So thank you. Now I love being part of this podcast and but you know this ends our time Mike but if anybody wants to get a hold of you, if they want to engage with you in any way, where can they find you or where is the best place?

Mike Marchese

A simple email I guess and I'm happy to give that out. It's mike.kazy@gmail.com. I'm happy to take an email from anybody particularly if you want to have a spiritual conversation. I am open to that 24-7. So wherever you might find yourself today as a listener, as a viewer I just want you to know that you are loved. You are loved. God loves you and no one is too broken or sinful for that. So reach out anytime.

Lisa Peters

Oh well, never no one has given their personal email. So thank you.

Mike Marchese

Happy to do it.

Lisa Peters

Well, thank you Mike for joining us. You are it has been a pleasure. So if you are part of LeaderImpact you can always discuss or share this podcast with your group. And if you are not yet in a LeaderImpact group, we would love to have you. So check out the groups available in Canada at leaderimpact.ca or if you're listening from anywhere else in the world check out leaderimpact.com or get in touch with us by email at info@leaderimpact.ca and we will connect you. And if you like this podcast please leave us a comment and give us a rating or review this will help other global leaders find our podcast. Thank you for engaging with us and remember impact starts with you.