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# **Death And Dying: Taking A Company Public and Mergers And Acquisitions**

Oddly enough, to understand the mind of an executive, CEO, CFO or qualified company founder one must first look at the reality of death. Until the executive faces this mandatory prerequisite for entry into a legitimate process of going public, globalizing a concept or merging into or acquiring an organization one must look into the mirror and ponder the necessity of death.

I don't mean death in a physical sense I mean death to the egoistic mind that is innate in man, death to self-centered nature that has allowed you to get to where you are now but will stunt your abilities to go any further, death to the belief that your high IQ will open doors (McDonald's employs more Johns Hopkins certified geniuses than any other employer on the planet, without street-smarts, a staggering 'emotional' IQ and a portfolio of contacts that can gag a horse you're nothing but a cast skin that will shrivel beneath the rays from the sun and your ashes will be blown into infinity where no one will even remember your name), death to the emotional triggers that cause you to 'react' rather than deliver a calculated and strategic response, death to fear of unbridled leadership and accountability (put up or shut up and get out of the way), death to the escape of using amateur terms such as 'I didn't know', 'I never got the documents', etc. (you're now the end all and be all, are you up to the task and the responsibilities of being held accountable by global alliances, a board of directors or shareholders?), death to the misconception that you can create, grow and fund a powerhouse entity on your own (the roadside to success is littered with the rotting carcasses of self-proclaimed 'lone wolves' and other mind midget wannabe's, don't be another cautionary tale, retain the services of professionals and employ qualified help).

Once the executive has considered and executed the above they will be better suited to assemble a qualified team to journey into the darkness of the rabbit hole. The ability to adapt is strengthened when one dies to that which restricts him. The smart executive will depend less on his strengths as a facilitator of services once qualified people are in place giving him the opportunity to hone his skills by memorizing tactics and executing these strategies in a way that customized to each individual situation, dilemma and obstacle, the execution of tactics is strategy. Tactical memorization allows one to use these processes as templates in which one can apply diversified obstacles to formulate strategic solutions. It is important to realize that the case law and theories learned at the university level offer a decent (not exceptional) platform in which to begin research into how to go about using these theoretic processes in order to come up with qualified plans/strategies that deliver optimal results any time, any place.

A successful executive will use more 'emotional IQ' than the 1904 Alfred Binet version of intelligence. I have yet to see a successful adult that has come out of a junior high gifted educational program. Emotional intelligence encompasses everything that is needed in order to succeed in both business and life. It's the ability to bring in a right brain communicative/creative mentality into a left brain analytical environment with the ability to speak a left brain language while bringing the solutions that can only be formulated with a creative mind.

Death, in this case, means closure. It is the zen moment of clarity that allows one to see their strengths and weaknesses in a new light which allows them to move forward in a manner that is true and honest first to the self and then to those on the outside. Death means to be in a constant state of self-awareness and intellectual/social development that will absolutely make you a force to be reckoned with and one whose consultation and advice will be sought out by those who see the empirical successes that litter your path.

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