

**Speech delivered by Gregory Khan to Pacesetters Toastmasters Club**  
**5/3/2013**

Fellow Toastmasters What is your PVC? What is your PVC? What is your PVC?  
Your PVC is the pipe through which you can view **Your Passion, Your Vision and Your Commitment**-your commitment to your club projects, your commitment to your business, to your family and yourself.

**PASSION-** John Assaraf Chairman and CEO of Remax was once asked what was the no 1 trait that an entrepreneur should have? He answered without doubt it was 'Passion'. Why? Passion is the seed to everything else and everything else can be grown from passion.

I recently had the pleasure of interviewing two outstanding CEO's Audrey Hinchcliffe of Manpower and Wayne Wray owner of two Total stations and a consultant to companies wishing to enter the Jamaica Stock Exchange. Audrey spoke with so much passion of her early days and the hardships and racism she experienced in the USA and how she started Manpower and how Manpower became the no 1 cleaning and maintenance Company in Jamaica. Wayne spoke about how he built his service station business and how he is helping other Companies get on the Junior Stock Exchange. He is so proud of his team and the training they undergo with role playing in their meetings and the fact that they are so friendly and smile a lot. He said you can't work with him if you don't smile. And he said that undoubtedly the no 1 trait is passion. Passion is putting your heart and soul into what you are doing. Passion without Vision and commitment is just a fleeting emotion.

**VISION-** Vision is being able to see the goal or destination you wish to arrive at. It is that imperceptible element that drives us to our goals. Brad Sugars Chairman of Action Coach the no 1 business coaching co in the world says you have to visualize the end result. Where do you see your company going? Where do you see your project ending? What's your exit strategy? Do you wish to sell it or like Grace Kennedy do you see it becoming truly global by 2020? Where do you wish to take your dept? When do you wish to attain your CC/ What about that University Degree? Or that club project you are working on? Where would like to be in 5 years time?

At Action Coach we are encouraged to cut out pictures from magazines and put them together in a story board and place it on the walls so that we can see that slim figure we are becoming or that Dream car we want.

**COMMITMENT-** Commitment or focus gives meaning to passion and is the vehicle that drives vision. As Assaraf has pointed out you have to be relentless in keeping an eye on your vision. My Great Great Grandfather several generations removed Genghis Khan once said 'With Heaven's aid I have conquered for you a huge empire. But my life was too short to achieve the conquest o the world. That task is left for you. But be careful of what your commitment is. His plan for China was to leave it a wasteland only populated by his horses and cows for pasture.

**Madame President from the very beginning you have led with passion, vision and commitment.. Your passion is so evident in every area. You speak with your team every week and we have all bought into that vision to lead this club to Presidents**

**Distinguished Club Status and we will achieve that. Because of your commitment you are also driving us to achieve our own goals.**

**Jim Whittaker the first American to climb Mt Everest was asked what his greatest achievement was. He said he had taken more people to the Summit of Mt Everest than anyone else. This is the hallmark of leadership combined with PVC. Colleen you are such a leader! Fellow Toastmasters what is your PVC?**

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