

*“Empowering Yourself  
In The 21<sup>st</sup> Century”*

**“THE BEST KEPT  
CORPORATE SECRETS  
REVEALED”**

***CHOICES + CHANGE + PEOPLE***



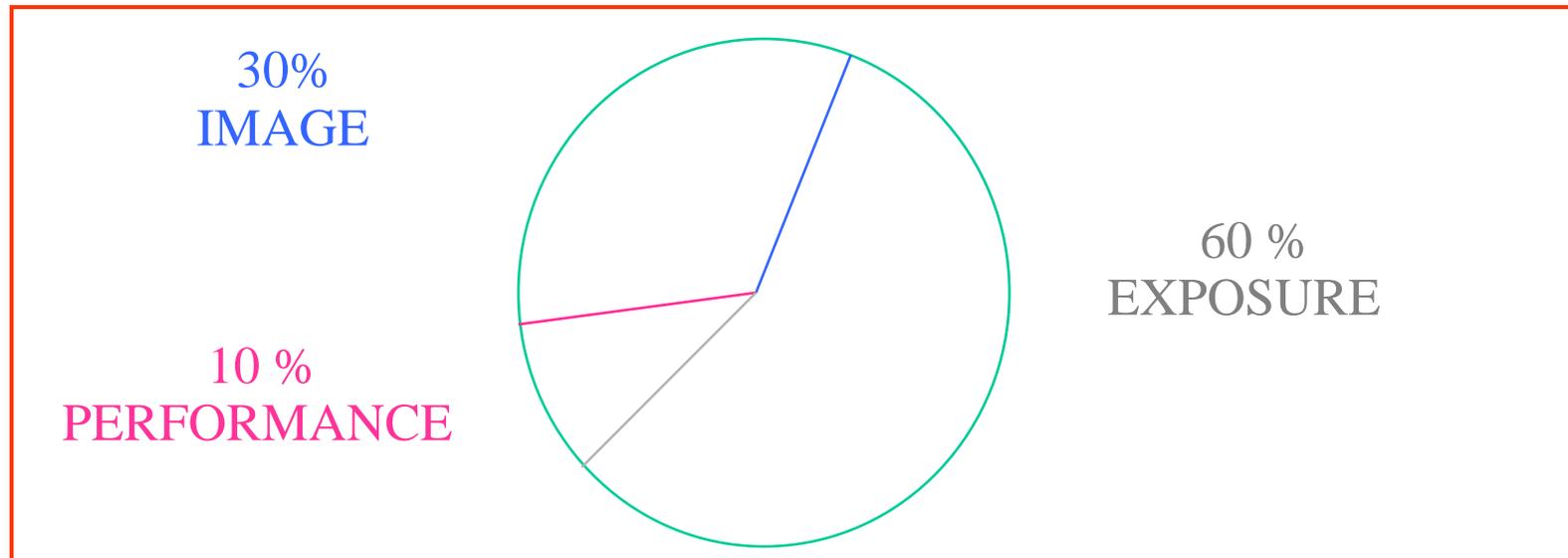
Harvey J. Coleman, President

Coleman Management Consultants, Inc.

cmc@hcoleman.com - www.hcoleman.com

**“LIFE IS A GAME, THE GAME IS ABOUT PEOPLE.  
EVERYTHING ELSE IS DETAIL.”**

Harvey J. Coleman



**PERFORMANCE** is expected and is measurable. It is also objective.

**IMAGE** is measured subjectively, including attitude, appearance and visible skills.

**EXPOSURE** is measured subjectively. It includes networks, contacts lifestyle and political savvy.

## **RULES OF P.I.E.**

- ✓ **PERFORMANCE IS A GIVEN.**
- ✓ **WORK NOT ONLY HARD BUT ALSO SMART.**
- ✓ **EVERY PERSON IS BORN INTO A LEVEL.**
- ✓ **YOUR PERSONAL LIFESTYLE WILL IMPACT YOUR CAREER SUCCESS.**
- ✓ **AN INDIVIDUAL MUST BE INTRODUCED (SPONSORED) INTO THE NEXT LEVEL.**
- ✓ **PEOPLE SPONSOR THOSE WHO COMFORTABLY EXECUTE THE RULES AT THE LEVEL TO WHICH THEY WANT TO GO.**
- ✓ **YOU MUST LOOK AND ACT THE PART BEFORE YOU GET THE PART.**
- ✓ **AN INDIVIDUAL MUST BE INTRODUCED (SPONSORED) INTO THE NEXT LEVEL.**
- ✓ **IT IS ABOUT WHO YOU KNOW, WHO KNOWS YOU AND YOUR WORK - - FAVORABLY.**
- ✓ **POSITIONS IN ORGANIZATIONS CORRESPOND TO SOCIO-ECONOMIC LEVELS.**
- ✓ **MONEY IS NOT THE SOLE CRITERION OF LEVEL ACCEPTANCE.**
- ✓ **PEOPLE ON THE SAME LEVEL CAN BE POSSESSIVE OF THEIR MEMBERS.**
- ✓ **ONCE ENTERANCE TO A LEVEL IS GAINED, THE MEANS TO STAY THERE WILL BE PROVIDED.**

# LIFESTYLE ACTIVITIES

<i>CATEGORIES</i>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>
ENTERTAINING IN THE HOME	RARELY ENTERTAIN	EXTENDED FAMILY MEMBERS, HOLIDAYS	FAMILY & FRIENDS, BARBECUES, CASUAL	SOCIAL COCKTAIL PARTIES, SELF PREPARED, SPORTY	COCKTAIL PARTIES, BUSINESS & SOCIAL, CATERED, DRESSY	DINNER PARTIES BUSINESS & SOCIAL CATERED, DRESSY	DINNER PARTIES, VERY POLITICAL, EXTRAVAGANT FORMAL
EARNING POWER	NONE	\$8,000-15,000	\$13,000-35,000	\$25,000-60,000	\$40,000-150,000	\$130,000-250,000 AND ABOVE	MILLIONS, INHERITED WEALTH
OTHER INVESTMENTS	NONE	NONE	SAVINGS SERIES "E" BONDS, LOTTERY TICKETS	INNER CITY CONDO, IRA'S, C.D.'S, TREASURY BONDS	VACATION HOME, INVESTMENT PORTFOLIO	LIMITED GENERAL PARTNERSHIPS, REVENUE PRODUCING PROPERTIES	STOCK OWNERSHIP, INTERLOCKING DIRECTORIES
FINE ARTS	NEVER ATTEND THEATER	RARELY ATTEND THEATER	ATTEND POPULAR THEATER PRODUCTIONS	MAINLY THEATER, SOME BALLET, OPERA, SYMPHONY, MUSEUM	SEASON TICKETS, BALLET, OPERA, SYMPHONY, MUSEUM	SERVE ON FINE ARTS COMMITTEES & BOARDS,	PATRON OF THE FINE ARTS
CAR	NO CAR	1 USED CAR	INTERMEDIATE Size USED CAR, PICK UP TRUCK	BIG AMERICAN CAR, 1 OTHER USED CAR	MERCEDES, LEXUS, CADILLAC, OTHER LUXURY CARS	ROLLS ROYCE, BENTLEY, MULTIPLE CARS	CHAUFFEUR DRIVEN LIMOUSINE
VACATION ACTIVITIES	NONE	HOME TO PARENTS	1 WEEK FAMILY VACATION, HOME TO PARENTS	1 WEEK SHORE, MOUNTAINS, 1 WEEK HOME TO PARENTS	U.S.A. VACATION, CRUISES, SHORE, MOUNTAINS	EXCLUSIVE RESORTS ABROAD ONCE A YEAR	MOST EXCLUSIVE RESORTS, VACATIONS ABROAD, SEASONAL HOMES
COMMITTEES & BOARDS	NOT INVOLVED	INVOLVED IN CHURCH WORK	NON-PROFIT VOLUNTEER WORK IN ETHNIC COMMUNITIES	ON COMMITTEES OF MAINSTREAM NON-PROFIT ORGANIZATIONS	CHAIR COMMITTEES OF MAJOR NON-PROFIT ORGANIZATIONS	ON BOARDS, NON-PROFIT REGIONAL CORPORATIONS, LOCAL ARTS	CHAIR BOARDS OF NATIONAL NON-PROFIT MAJOR CORP., FINE ARTS

# LIFESTYLE ACTIVITIES

<i>CATEGORIES</i>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>
SOCIO-ECONOMIC CLASS TITLES	DROP-OUT CLASS	WELFARE, POVERTY CLASS	LABOR CLASS, LOWER-MIDDLE, BLUE COLLAR, WORKING CLASS	STANDARD-MIDDLE, SUBURBAN-MIDDLE, WHITE COLLAR, PROFESSIONAL, MANAGERIAL	HIGH LEVEL, UPPER MIDDLE CLASS	CELEBRITY, NOUVEAU RICHE, LOWER-UPPER, JET SET	ELITE, TOP UPPER-UPPER, ARISTOCRATIC, GOVERNING, OLD MONEY
EDUCATION	1-2 YEARS OF HIGH SCHOOL	POSSIBLY HIGH SCHOOL DEGREE	USUALLY HIGH SCHOOL DEGREE	COMMERCIAL ASSOCIATE DEGREE, TECHNICAL AND JUNIOR COLLEGE DEGREE	COLLEGE DEGREE, SOLID SCHOOLS	ADVANCED DEGREE, BETTER SCHOOLS	ADVANCED DEGREE, BEST SCHOOLS, BOARDING/PREP SCHOOLS
OCCUPATION	OUT OF WORK	PART-TIME WORKER AT MINIMUM WAGE	NON-EXEMPT MANUAL ADMINISTRATIVE WORKERS	EXEMPT, ACCOUNTANTS, PROGRAMMERS, SALES REPS, MANAGERS	MIDDLE MANAGEMENT, SMALL BUSINESS OWNER, AIRLINE PILOTS, MEDICAL, PROFESSIONALS	REGIONAL POLITICANS, TOP CORPORATE EXEC'S, MOVIE, TV, SPORTS PERSONALITIES	FAMILY BUSINESS, NATIONAL POLITICS, WALL STREET LAWYERS, TOP 20 BANKS
ORGANIZATIONS AND CLUBS	CHURCH CLUB	YM.C.A./Y.W.C.A. BOYS/GIRLS CLUBS, CHURCH RELATED CLUBS	MOOSE CLUB, EAGLE LODGE, CULTURAL CLUBS, GUN CLUBS	MASONS, ROTARY NON-PROFIT, CIVIC ORGANIZATIONS	NEIGHBORHOOD COUNTRY CLUBS, SWIM/TENNIS CLUBS	REGIONAL COUNTRY CLUBS, LOCAL COMMUNITY AND BOARDS	EXCLUSIVE NATIONAL SOCIAL CLUBS, PROFIT & NON-PROFIT NATIONAL BOARDS
SOCIAL ACTIVITIES	CHURCH RELATED	TV CHURCH	MOVIES, HUNTING, FISHING, CAMPING, FAMILY ACTIVITIES, BOWLING	ENTRY LEVEL, THEATER, TENNIS, GOLF	MORE ACCOMPLISHED IN SPORTS AND CULTURAL EVENTS, ENTRY LEVEL SKIING & BRIDGE	SAILING, SKIING, FLYING, CHARITY DRIVES	YACHTING, HORSE BREEDING, PATRON FINE ARTS, FOX HUNTING, POLO
LOCATION AND TYPE OF HOUSE	HOUSING PROJECTS, INNER CITY, HOMELESS	HOUSING PROJECTS, INNER CITY, RENT SUBSIDIZED	URBAN AREAS, OWN MOBILE HOME, ETHNIC COMMUNITIES	OWN HOMES IN SUBURBAN COMMUNITIES, TRACT HOUSES	COUNTRY CLUB COMMUNITIES, IN-TOWN RENOVATIONS	EXTRA LARGE HOMES, CUSTOM BUILT	MANSIONS, MULTIPLE HOMES

**TO ORDER A COPY OF *HARVEY J. COLEMAN'S* BOOK  
AND/OR AUDIO SEND CHECK OR MONEY ORDER**

**TO:** Coleman Management Consultants  
1350 Center Drive  
Bldg. 1350, Suite 200  
Atlanta, GA 30338

**E-MAIL ADDRESS:** cmc@hcoleman.com

**Or order by phone: 770-730-9955**

**We accept Visa, Master Card and American Express**

**BOOK:** “Empowering Yourself...The Organizational Game  
Revealed”

**Price is \$43.00 (this includes shipping and handling)**

**QTY: \_\_\_\_\_ @ \$43.00 TOTAL: \_\_\_\_\_**

**AUDIO:** “Empowering Yourself...The Organizational Game  
Revealed”

**Price is \$36.00 (this includes shipping and handling)**

**QTY: \_\_\_\_\_ @ \$36.00 TOTAL: \_\_\_\_\_**