



Innovations

Review Twice, Implement Once. Doing IT Right the First Time. • April 2017



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The Misnomer of Failure

So you think you're a failure, huh? Let me get one thing off my virtual chest right now: you're not. I realize you may be experiencing failure. You may have had a string of failures. You may have been told you are a failure. But it doesn't mean that's who you are. You are not a failure unless that's who you decide to be.

But before I prove you're not a failure, I want to share a personal story. Oh, and by the way, when I said "my virtual chest," I didn't say that because you are reading my article. I say it because my muscle definition is equivalent to Tweety Bird's. If that little yellow feathered turd and I got into a fight, he would own me.

I Am A Failure

My little story. In years past, I was an entrepreneur in the traditional sense, starting businesses and growing them. Today I am an author, which, not so interestingly, is just like any other form of business. You need to sell what you do and do what you do, really well. The only difference is, instead of having 30 employees reporting to you, you have one part-time assistant... who is either in India or is a family member or both.

I have failed a lot. I have lost all my money. I have crashed more start-ups than I have grown. I have offended probably everyone (including myself a couple times). And now I am failing at my fastest rate ever. Why?

If you asked anyone on the street - I mean anyone, including my mother - how "prolific" I am, they would say, "Who's this asshole you're talking about?" (Note: My mom wouldn't call me an asshole, she would call me a douche.) But here's the deal: failure is the ONLY way to success. Every day I take a shot at achieving my vision, and fail. And regardless of what your vision is, the only way you will get there is by failing your way to it.

Find Purpose

If you want to stop being buried by failure, you need to define your life's purpose. And if you don't know what your life's purpose is...your life's purpose (at least for now) is to find your life's purpose. Constantly ask yourself, why am I here? What do I need to do? And be willing to listen to the answers that you present yourself.

When you find your purpose, you'll get into the groove - where your hidden talents reveal themselves and you lose all sense of time. You're living your purpose when you build energy as you do it. You're living your purpose when you experience failure and you see it as another step up the ladder.

My Virtual Chest

In regards to my virtual chest situation, I am done with that bad failure, and am now a weight-room loyalist. Interestingly, I am now experiencing good failure constantly (those damn weights are heavy).

Tweety Bird can go suck it.



Mike Michalowicz (pronounced mi-KAL- o-wits) started his first business at the age of 24, moving his young family to the only safe place he could afford—a retirement building. With no experience, no contacts and no savings, he systematically bootstrapped a multimillion-dollar business. Then he did it again. And again. Now he is doing it for other entrepreneurs. Mike is the CEO of Provendus Group, a consulting firm that ignites explosive growth in companies that have plateaued; a former small business columnist for The Wall Street Journal; MSNBC's business makeover expert; a keynote speaker on entrepreneurship; and the author of the cult classic book *The Toilet Paper Entrepreneur*. His newest book, *The Pumpkin Plan*, has already been called "the next E-Myth!" For more information, visit www.mikemichalowicz.com/.

Technology Tidbits

As of January 31, “outsiders” can now Skype into the White House Press Room.

This enables journalists outside the Washington, DC, area to ask questions during White House press briefings. It’s part of the Trump administration’s strategy to keep in touch with people outside the beltway. Journalists attending via Skype must be at least 50 miles from the DC area. All political questions aside, it’s just another example of business (or, in this case, government) taking advantage of available technologies. Or, in this case, finally catching up... Skype, the world’s largest video calling service, is nothing new – it’s been around since 2003. Sometimes it just takes a while for users to figure out how to make tech work to their advantage.

-Yahoo.com, 01.31.17

Anti-malware programs can’t even touch this new kind of attack...

“Fileless” attacks became all the rage among hackers in 2016. According to a report by cybersecurity firm Carbon Black, fourth quarter 2016 saw a 33% rise in these “non-malware” attacks compared to the first quarter. Experts expect the trend to continue through 2017. Cyberbad-guys carry out these attacks in any number of ways. Their “en vogue” method at the start of 2017 was hijacking PowerShell and WMI (Windows Management Instrumentation) to do their dirty deeds. Brian Kenyon, chief strategy officer for Symantec, said recently, “Fileless infections are difficult to detect and often elude intrusion prevention and antivirus programs.” Reports show the Democratic National Committee hack last year used a fileless attack.

-DarkReading.com, 12.27.16

Cassette audio tapes (remember those?) are making a comeback.

Compact disk sales are declining, yet vinyl records have enjoyed a resurgence over the past several years. And last year, cassette sales rose to 129,000 units, an increase of 74% over 2015. So what’s up with cassettes – why so popular all of a sudden? Actually, the numbers are still miniscule compared to the 105 million CDs sold in 2016. Yet the bump in cassette sales reflects a growing appetite for tangible items that fans can cherish. Also, it doesn’t hurt that artists like Justin Bieber, Eminem and Prince brought tape reissues to market. Or that online retailer Urban Outfitters has exclusive deals to sell their cassettes, as well as vintage gear to play them on.

-TheVerge.com, 01.23.17

The Lighter Side....

There’s a huge problem in China that no one seems to be talking about: toilet paper theft.

In the Temple of Heaven Park in Beijing, authorities have been forced to fight back against 2-ply moochers by installing \$720 facial-recognizing toilet paper dispensers.

Before getting down to business, visitors will now stare at a wall-mounted machine that registers their face, records it into their system, and dispenses exactly 2 feet of TP.

If you want more, you’re sh*t out of luck. The machine only dispenses once every 9 minutes for each individual.

Just trying to cut down on waste

Apparently, this has grown into such a large problem that most public restrooms don’t even provide toilet paper because people just end up stuffing their backpacks with the white gold.

And according to the company who designed the device, “We brainstormed many options: fingerprints, infrared and facial recognition. We went with facial recognition because it’s the most hygienic way.”

No debate there. Last thing you’d want in a bathroom stall is a smudgy fingerprint scanner.

7 Ways To Dodge A Data Disaster

Ralph's been a good employee for you. Shows up on time. Gets the job done. Doesn't hassle anybody.

He's also a porn addict. When nobody's looking, he's visiting sites – on your network – that you'd be appalled to see. IF...you knew about them. Without careful monitoring and filtering, this kind of Internet use on your network can remain hidden.

Shocking? Hard to believe it could happen at your company? A survey by International Data Corporation (IDC) revealed that 70% of all web traffic to Internet pornography sites occurs during the work hours of 9 a.m. to 5 p.m. Ralph's little visits may seem harmless, but they're adding a serious level of risk to the financial health and security of your company.

Here's how. A visit to an adult website can be tracked. And if a logged-in user's identity is leaked, it can be embarrassing, to say the least, to that user. The user may even become a victim of "sextortion" or blackmail. Just ask any of the people who used AshleyMadison, a dating site for illicit affairs. When the site was hacked, users were suddenly at risk of having their indiscretions revealed. This gives cybercriminals a powerful lever to pressure an employee into revealing sensitive company data. Considering that 60% of security breaches start from within the company, you have to wonder what someone at risk of being exposed might do to keep their little secret, well... secret.

Let's face it, if you're not carefully monitoring and managing how your network is being used, your company's data could be in serious jeopardy.

Content Filtering In Today's Web 2.0 World

Whether you're already monitoring user activity on your network or not, you need to stay vigilant about evolving risks. And content filtering is key. If your business is like many, you may already be doing some filtering. But is it enough? As technology evolves, hackers drum up ever stealthier ways to invade your network.

Cloud-based filtering, for example, becomes a must when mobile devices tap into your network. The old concept of a static, location-based "firewall" just doesn't cut it anymore when your staff goes mobile.

Then there's social media. It's like a big window into the personal lives of your personnel. It lets cybercriminals "case the joint" before breaking in. For instance, when users log in to a personal Facebook account at work and talk about vacations, favorite hangouts or weekend activities, hackers can use that information for social engineering and other ploys.

The number of ways your network is exposed to potentially damaging content grows daily. It's no wonder that 90% of companies and government agencies surveyed by IDC detected computer security breaches within the previous 12 months. Eighty percent of those organizations acknowledged financial losses due to these breaches. With odds like that against you, an up-to-date content filtering system could well be THE "Lucky Charm" that keeps your company, and your data, safe from all kinds of harm.



FREE Web And E-mail Usage Audit Instantly Reveals If You Have A Problem

If you'd like a snapshot of where your employees are going online and how much time they're spending surfing the net on non-work-related activities, I'd like to offer you a FREE Internet And E-mail Usage Audit worth \$300. At no cost or obligation on your part, we'll come by and install a special diagnostic program that will expose lurking threats due to inappropriate employee use of websites, e-mail and instant messaging.

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Let's not let your company become yet another statistic, hemorrhaging cash as a result of a destructive cyber - attack.

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***“We make all of your
computer problems go away
without the cost of a
full-time I.T. staff”***

Shiny New Gadget of the Month

Thought Oculus Was King? Think Again



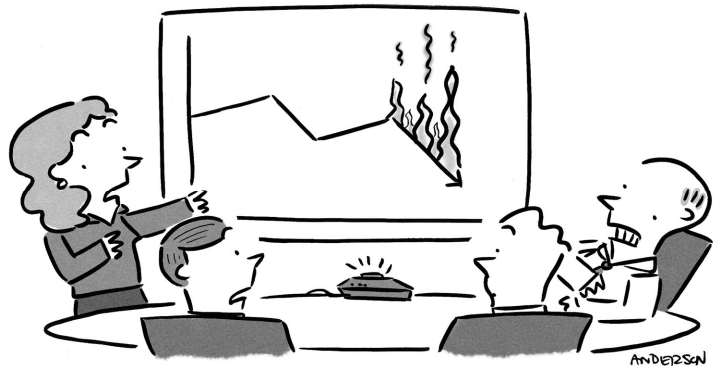
Once upon a time, Oculus Rift ruled the world...

The virtual reality (VR) world, anyway. Not so much anymore. Now that VR heavyweights Sony, HTC and Samsung have entered the ring, there's a whole new reality in, well...VR.

Sony's PlayStation VR was recently crowned "Editor's Choice" by PC Mag. And, if you happen to own a compatible Samsung Galaxy smartphone, such as the S7 or S7 Edge, you can get "untethered" VR for just \$100. You'll pay four times that for the Rift, HTC's Vive or Sony's PlayStation VR - all tethered sets, requiring a clunky cable from headset to hardware.

Vive has the most advanced technology, but Rift is nearly as sophisticated and sells for \$200 less. You could shell out that much for the Rift's hand controllers, but, according to PC Mag, they're well worth it. So while Oculus may not be king, it's still a serious contender.

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