

## ABOUT THE AUTHOR

Glenn Llopis (pronunciation: 'yō-pēs) combines a UCLA education with fast-tracked years at the Gallo Wine Company and Sunkist, where at twenty-six, he became the youngest senior manager in the company's 100-plus-year history. His early successes opened the door for his next endeavor—vice president of the \$1 billion Norway Seafood Co. at only thirty years old. In the years since, Llopis has parlayed his Cuban upbringing and corporate experience into business ventures that have appeared in the *New York Times* and Los Angeles Times, and on Larry King Live and Good Morning America. He also is a member of the board of advisors of the Society and Business Lab at the Marshall School of Business at USC. He currently resides in Irvine, California.

Jacket designed by Greenleaf Book Group LLC Printed in the United States of America "It's no coincidence you picked up *Earning Serendipity* by Glenn Llopis. Its philosophical approach to business is fresh and interesting, with a touch of elder wisdom. Take my advice and read this book."

—KEN BLANCHARD, coauthor of the bestsellers

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practice professor of management at the Wharton School, University of Pennsylvania

"Earning Serendipity took me on a ride through a world I had never fully considered before. Llopis is absolutely right: there is more happening around us than we realize, and good fortune is there for the taking."

—Steve Farber, author of *The Radical Leap:*A Personal Lesson in Extreme Leadership

"In our challenging and uncertain times, Glenn Llopis presents clear and positive lessons for a new form of enlightened business—one that addresses both the professional and civic responsibilities of his audience."

—ADLAI WERTMAN, professor of clinical management and organization, founding director of the Society and Business Lab, Marshall School of Business, University of Southern California

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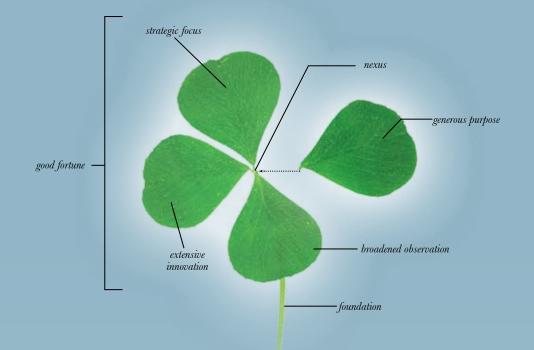


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## Earning Serendipity

4 SKILLS for CREATING and SUSTAINING
GOOD FORTUNE in YOUR WORK

GLENN LLOPIS

## DON'T YEARN for LUCKY BREAKS; BUILD a GOOD-FORTUNE SKILL SET

For some people, success seems fated or shrouded in mystery. But in *Earning Serendipity*, Glenn Llopis will show you that most positive changes in fortune—in careers or in corporate ventures—are no mystery at all.

We all have control over the path to prosperity. Progression along that path is the result of a rare combination of skills that you can develop and apply in your career, business, and life. These four skills are

- SEEING WITH CIRCULAR VISION: Broaden your observation beyond what you seek and beyond the obvious details before you, and enlarge your field of opportunities; search within conversations and adverse circumstances for possibilities.
- Sowing entrepreneurial seeds: When good vision is met with consistent, hand-dirtying execution every day, the result is a stable, growing fortune; focus on proper timing and proper depth.
- Growing seeds of greatest potential: Learn how to recognize the most promising opportunities and give them the right amount of attention; don't let the best opportunities wilt and don't waste energy on opportunities with limited potential.
- SHARING THE HARVEST: Focus on meeting others' needs to improve personal good fortune; make generosity part of your purpose, an integral part of the DNA of your career or company.

Those who master this quartet tap into a power most never reach: the power to create and sustain a momentum of good fortune. This ability to earn serendipity can elevate your career or company quicker than any single force. And with the skills explored in this book, you will be catapulted onto the path of prosperity.



LLOPIS