



THE BEST DAY OF MY PROFESSIONAL CAREER

By Paul Madott
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April 10, 2001 is the day.

A day that I remember vividly as it was the day that I was fired from my job. The politically correct term is “let go”, but the truth is that I was fired.

I began working for a security company on September 10, 2001 as their Manager of Accounts Receivable division and 7 months later to the day is when I was handed a check for \$10,000.00 to not come to work the next day.

I recall cleaning out my desk as quickly as possible and without anyone seeing me, I exited through the back stairwell. On my way to my car, very much in a stupor and in a state of panic, I remember thinking *“how much money do I have saved up?”* (it wasn't much) and *“what am I going to do now?”*

I clearly did not think at the time that that was the best day of my professional career.

Once the realization of what had happened settled in, I got to work:

- I updated my resume
- Applied for EI (employment insurance)
- Started to contact those in my network
- Searched for postings on sites like Workopolis and Monster
- Applied for more than few of the postings
- Interviewed for many of them as well

During the next painstaking 4 months, I had turned down a job that I was offered and had been turned down for a job that I really wanted as well. Then one day I received a call from a really good friend of mine letting me know that a colleague of his had just opened up a Xerox Agency here in Toronto and was looking for Sales People and that I should apply.

Now for some context, I came from a finance background having taken Economics in University and had only ever worked in credit and collections up to this point so the idea of me taking a job in sales was not only not that top of my list, it didn't even make the list of potential next jobs for me.



That said I didn't really have anything else to do, so I applied and went in to interview. Over a period of the next 2 weeks, I had interviewed with them 3 separate times and was eventually offered the job. Upon accepting the position, I went into the job with an *"I'll give it til the end of the year..."* mindset.

It ended up closer to 10 of the best years of my life.

I worked with some of the most amazing people you'll ever meet, honed my craft, delivered multiple President Club years, found my passion for training and converted that into what I am doing today.

And none of it would have happened in the manner that it did had I not been fired on April 10, 2001 – without a doubt, the best day of my professional career.

Everything happens for a reason. I am convinced of that – even the things that you consider to be negative at the time so stay the course and continue to believe in your greatness.



Paul is the Managing Partner of Everest Performance Group Ltd. He works with a wide range of clients helping them increase their profitable revenue, gain new market share and develop their current and future sales leaders.

He lives in Toronto, Canada with his wife and their two children.

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