



THE EXCHANGE

A WEEKLY PUBLICATION OF
THE DALLAS BUSINESS ASSOCIATION

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October 29, 2019

Leaving a high-flying job in consulting, Angela Lee Duckworth took a job teaching math to seventh graders in a New York public school. She quickly realized that IQ wasn't the only thing separating the successful students from those who struggled. In her TED talk, she explained her theory of "grit" as a predictor of success

After five years of teaching seventh graders, she went back to grad school to complete her Ph.D. in psychology at the University of Pennsylvania, where she is now an assistant professor in the psychology department. Her research subjects include students, West Point cadets, and corporate salespeople, all of whom she studies to determine how "grit" is a better indicator of success than factors such as IQ or family income.

She has discovered that the ability to learn can change with effort. Passion, perseverance and stamina are qualities of "grit". Motivation has a strong impact on the ability to learn.

This Tuesday's Speaker: Prissy Maher, Ebby Halliday Realtors

Notes and Announcements

TUESDAY'S MEETING LOCATION: New Permanent Meeting Location: Beginning next Tuesday, DBA will meet at the Crossroads Diner, 17194 Preston Rd #101, Dallas, TX 75248. Northeast corner of Campbell/Preston. Thanks to Steve for securing this location.

With the assistance of grandpa and DBA, Steve Meleleu's grandson was the # 1 popcorn seller for his Boy Scout Troop – over \$3,000.

SAVE THE DATE: November 12th – social at Lynn Hood's home.

Of Member's Present at last meeting: 14. Number of Leads Given: 6.

Number of Leads Received: 6

\$ Amount of Business Given: \$6,440.00.

\$ Amount of Business Received: \$18,200.00

November Birthdays: Fred and Prissy – 11/16. November DBA Member Anniversaries: Bruce Washington – 2011

MEMBERS ABSENT: Connie Smith