



COMPUTER DEPOT INC.

BUSINESS SOLUTIONS

Tech Bits and Bytes to Help You with Your Business

Computer Depot Inc. Business Solutions Newsletter

June 2019



Thomas Hill, President & Founder

"You can be a champion in growing your business. Your success is our commitment!"



Top 3 Strategies I Learned From Peyton Manning To Improve Leadership And Grow My Business



TRIVIA

CONGRATULATIONS

WINNER

Derek Jarnigan
Manning Windows



A bear can smell a single M&M from about a half a mile away!

TURN TO PAGE 3 FOR THIS MONTHS TRIVIA



Peyton Manning knows a thing or two about success. As one of the most legendary quarterbacks in the history of football, he's reached heights few of us can ever hope to match, regardless of our field. When looking at a career as storied as Manning's, it's tempting to attribute his dominance to sheer innate talent and maybe some kind of preternatural work ethic. Certainly, if you ask him, he'll tell you that these two are essential ingredients to any kind of outsized success. But there's a third factor that we tend to overlook from the sidelines, one that has tremendous implications for our roles as business leaders: the influence of those who coach us along the way.

Speaking at a recent conference I attended, Manning said something that really stuck with me. "I think you *always* need to be coached," he said. "Whatever level of success anyone in this room has reached, someone's gonna hit a plateau. We need a coach to unlock our full potential."

No matter where we're at in our work and lives, it's vital that we seek out folks to keep us accountable and moving forward. Luckily, I found Manning himself to be an invaluable resource in that regard. While he's not about to sit down with me one-on-one, he definitely left us with a few key lessons we could all benefit from.

1. RECOGNIZE THAT YOU DON'T KNOW EVERYTHING.

It's easy to balk when you hear a quarterback with two Super Bowl wins and five MVP awards under his belt tell you to remain humble in your self-perception, but it's also telling. "I believe in mentoring and paying it forward," he said, "but I also believe that we shouldn't think we have it all figured out and that we don't need to be mentored."

Years back, Peyton and his brother, Eli, had a shared coach: David Cutcliffe, now the head coach at Duke University. Even after they'd entered the NFL, both he and his brother would return to Coach Cutcliffe and seek his insight and guidance to refresh and strengthen their fundamentals. It was "like we were 18-year-old college freshmen in college again, working on how to take a snap," Manning says. Even as a 14-year all-pro quarterback, he continued to seek the counsel of his mentors on the most basic aspects of the game. "The point is that the little things do matter," he said. "Keep being coached, and keep being evaluated."

2. BE ADAPTIVE.

As CEOs and managers, we're the "coaches" of our business teams. And the best coaches, according to Manning, are the ones who

Continued on page 2

Continued from page 1

know the members of their team and consistently play to their strengths. For example, the best offensive coordinators that Manning played for “were adaptive in designing the offensive system ... around the players that he had on the team that year.” Since Manning is not particularly fast, coaches wouldn’t structure their offense on a lot of running plays, for instance. Rather than trying to magically turn him into a faster runner overnight, successful leaders tapped into the things he *was* good at.

“Design plays that your team can do,” he said. “Don’t put them in situations where they’re not going to be really comfortable and not going to be successful ... Being flexible based on who’s in the room is a good way to coach.”

“Rather than complaining about your employees’ faults, hone in on their talents.”

Rather than complaining about your employees’ faults, hone in on their talents. This will not only motivate and inspire those you work for, but it’ll also optimize outcomes in your business for the long haul.

3. PRACTICE SERIOUSLY.

When asked how he was able to consistently thrive under such incredible pressure, Manning cited a piece of advice he received early on in his football career: “Treat practice like a game.”

“Create those intense situations during practice, during the course of the week,” he said, “so that when Sunday afternoon or whenever that big moment comes around, you’re not overwhelmed by the moment.” At Manning’s practices, the team would always strive to maintain the same level of intensity they’d bring to a big game, from their own attitudes to the piping crowd noise.

“The biggest mistake people make in that mecca moment,” he said, speaking about the Super Bowl, “is to try to do something *different* from what they’ve been doing all season to get them to that point.” Find what works and cultivate it relentlessly, to the point that you and your team can do it in your sleep. “The competition’s going to be tough. It won’t be easy,” Manning said. “But there’s a reason you’re there in that moment ... because you’ve had great success.” Keep doing those things while keeping a mind on your team, and further success will surely follow.

“Knowing that Computer Depot is there to answer questions and help with updates and security has been paramount. We truly have peace of mind! We have been so happy ever since they started helping us. Computer Depot is the way to go in terms of service, friendliness, responsiveness, and professionalism.”

**Brittney Fleetwood,
Little Creek Sanitarium**



“Must have been an old can of alphabet soup. No spell checker.”

Facebook Quizzes: Think before taking one

Facebook quizzes, polls, and trivia games are fun to take, but some are schemes to steal your profile, hack your identity, or just send spam.

As you click through to take these quizzes, you agree to their privacy policies. For the majority of Facebook quizzes (from companies you know nothing about) this is just some of the data you are likely giving them access to:

- All your public information: name, profile picture, age, sex, birthday, etc.
- Everything you’ve ever posted on your timeline
- Your entire Friends list
- All of your photos and photos you’re tagged in
- Hometown and current city
- Everything you’ve ever liked
- IP address

Suppose you see a quiz about family origins. So, what is your mother’s maiden name? The app will reveal all! But... didn’t you just use that info as a bank security question? If so, you just gave unknown people access to the answer, along with all of the info on your Facebook profiles and page.

Data Mining



One notoriously evil app that did this asked for the names of concerts people attended -- another common security question.

Pet names, birth places, best friends, first car, first teacher, vacation destinations--all popular security questions. You’ll forget about the quiz, but the quiz makers are never going to forget you. This is the crux of data mining.

CYBERSECURITY PACKAGE

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Password Manager



Monthly Dark Web Search



Security Awareness Training -Online or In Person



Monthly Phishing Attack Test

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This Is The Biggest Threat To Your Business Today

In 2019, there is no greater threat to the safety of your business than **ransomware**.

According to a 2018 survey conducted by Datto for 2,400 managed services providers specializing in data security for small to midsize businesses, over 55% of clients had been targeted by a ransomware attack within the first six months of last year. The biggest issues cited were poor end-user



cyber security training, risky user practices and weak passwords.

But the biggest issue of all may simply have been ignorance. "The #1 threat for SMB CEOs is thinking they are immune for some reason," said Michael Drake, CEO of masterIT. "They think they don't have anything the hackers want, so it's not worth the price to protect themselves." But the numbers don't lie: Hackers are zeroing in on the low-hanging fruit of small businesses in droves – it's time to wake up and invest in the protection your business needs to survive. *SmallBusinessComputing*.

This Month's
TRIVIA

Here is your next chance to WIN!
What percentage of virus writers work under contract for an organization? Like, it's their actual job?! UGH!!!

Email your answer to
RHill@ComputerDepotOnline.com

Are you compliant? Get **HIPAA Facts** that might just save you thousands of dollars!
For more information visit
www.ComputerDepotBusiness.com

CYBERSECURITY SIMPLIFIED
June 25th 5pm
113 Hardin Lane, Sevierville
Presented by Highland Union Bank and Computer Depot

Who Should Attend?
Anyone that handles ANY sensitive data such as credit card and financial information, medical records, or that simply wants to avoid having their bank account wiped out due to a cyber attack.
To save your spot email Thomas at:
THill@ComputerDepotOnline.com



"You're great and all, Grandpa, but I just can't get past the ponytail."

Happy Father's Day to all our special dads!



June 2019



Look What's Inside...

- **Top 3 Strategies From Peyton Manning To Becoming And Staying a Champion**
- **Facebook Quizzes: Think First**
- **Hurry-You could WIN this month's Trivia and this** 
- **This Is The Biggest Threat To Your Business Today. What are you doing about it?**
- **Productivity Boosters That YOU Can Do Right Now**
- **Cybersecurity Seminar announced for June 25th**



COMPUTER DEPOT BUSINESS SOLUTIONS - WE ARE BIG TECHNOLOGY FOR YOUR GLITCH-FREE SMALL BUSINESS

6 Daily Rituals To Boost Your Productivity

1. Cut down on your distractions.

From the apps and websites that keep us from flowing to poor lighting and aesthetics in your office, every little thing adds up.

2. Maintain boundaries. "The difference between successful people and really successful people," Warren Buffett once said, "is that really successful people say no to almost everything."

3. Simplify. Boil your work down to the tasks that matter most. Keep your schedule straightforward, and direct all your efforts toward your personal values and purpose.

4. Try the Pomodoro Technique.

Make your to-do list, then set a timer for 25 minutes. When the timer rings, take a five-minute break, get a snack, take a walk and refresh, then come back, reset that timer to 25 and get to work. Repeat this cycle four times, take a longer, 10- to 30-minute break, then start over. It's

amazing what these little bursts of productivity can do, knowing that you have a break coming up soon.

5. Take more breaks. According to an article in the New York Times, research shows that "daytime workouts, short afternoon naps, longer sleeping hours, more time away from the office and longer, more frequent vacations" boost productivity and performance.

6. Schedule what's on your to-do list. By creating a minute-to-minute schedule, you're forced to be realistic about demands made on your time.



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