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**THE CALL**  
to  
**EXCELLENCE**

INFLUENTIAL LEADERSHIP  
FOR IMPACTFUL RESULTS



# The Call to Excellence      Sample

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## PREFACE



It was a typical weekend night at my childhood home. My mom, brother and I were in the family room watching TV, eating a cheese and sausage pizza from Gina's. I so miss good Chicago-style pizza.

The home phone rings.

We had two phones in the house, one in my mom's bedroom in the far end of our ranch home, the other phone was a landline rotary phone located in the kitchen. The kitchen phone was about 25 steps (or 8 long leaps) from the couch I was laying on.

That ring brought my brother and I quickly to our feet and the race was on!

We jumped up and ran to be the first one to the kitchen. First one there gets to answer the call.

We felt like such adults getting to answer the phone, and not knowing who would be on the other end was part of the excitement.

Would it be a friend asking to play? Maybe it would be Uncle Jim inviting us over. Or maybe it would be our grandpa, calling to check in and stay connected to his daughter and grandsons.

“Fox Residence,” I would say, as I always got there first. Well, I should have, I’m six years older than my brother, Steve.

This time it was one of my mom’s friends. That was boring. “Mom, it’s for you.” I would set down the corded phone on the kitchen table and slumber back to the couch in the other room.

Growing up in the 70’s and 80’s was a far different time than it is today, yet some things are still the same.

One of the things that hasn’t changed is that people desire to remain connected, in a variety of ways. And the calls are still made, and through them, we pursue life in the most excellent way.

Or at least we should.

When the phone calls are made today, the knowledge of who is calling is revealed as their name pops up on your device, and yet, the joy of someone reaching out remains.

It’s always exciting to get the call.

Other times in life, though, you get to make the call. And that can be just as exhilarating. Reaching out to connect with someone special can be a time of laughter and love.

I remember a vivid time of making the call on our family vacation road trips.

My grandpa would help prepare us for the trip. He and I would go to the local AAA office to get a printed map of the route, and while we were there, he would share a few important details and expectations of me.

He was concerned with his now divorced daughter, and her two sons out on their own. So much so, he would get his car all tuned up, oil changed, gas tank full and hand my mom the keys to his brand new Oldsmobile.

That was the call he made to help his family.

Upon arriving at our destination, he wanted us to call him as soon as we walked in the door. I believe it was in part because he wanted to know we arrived, yet I also think it was because he wanted to know his car wasn't in a wreck!

We always called him using a toll number and asked the operator to charge it to him. The calls were special, yet short, because they were so expensive.

The call is something we are all familiar with when it

comes to phones and devices and speaking to others.

How about all the other types of calls you make, accept (or don't) in your life, though?

You've had key decisions, key moments, key opportunities that shaped your journey, and those around you.

With the concept of the call, this book is about making them, accepting them, and living them in your life. We will take a journey together of a completely different type of call.

It's the most important call. This is the call of your life!

The call that sometimes is made or accepted, yet always one that needs to be lived out with excellence.

This call is not transactional, irrelevant or flippant. This call is the core of your being.

It's the ongoing call to make a difference.

The call to embrace moments, accept a mission and live life to the fullest.

The call to start, stop, move, influence, change, innovate, befriend and love people and life. This isn't about barely getting through, or surviving, or just getting by.



This call is about thriving in all aspects, personally and professionally. It's about making a profound difference in the world and all those you influence.

No more status quo.  
 No more average work.  
 No more good enough  
 just being good enough.

*This is the call  
 of your life!*



This isn't about being perfect, though either. It isn't about having all of the answers. It isn't about how much power, money or material possessions you have. Nope, none of those.

This is about living life, doing work, building relationships, all with a single pursuit.

Excellence.

It is time, my friend.

Come with me as we explore the possibilities, joy and fullness of a life lived well.

A life that truly changes the world.

It's time to maximize your potential, increase your performance, and be truly fulfilled in your life.

You may be asking, "How do I do this, Randy?"

I'm so glad you asked.

Excellence.

It's time for the call to excellence!