



## Puzzles with a Purpose

Find peace in piecing together Bible themed puzzles

**CORNERSTONE ART**  
CHRISTIAN ART & GIFTS

## FOCUS ON RETAIL

### Becoming a Better Leader through Challenges

by Gayle D. Beebe

No other crucible does more to develop personal wisdom than the crucible of enduring challenge. Although we wish our life and our leadership responsibilities were consistent from day to day, they rarely are. Though every leader faces enormous challenges that require a response, it's still difficult to anticipate the severity of unfolding events and the length of time it will take to resolve them. Each situation demands a vision that exceeds inconvenience and a commitment to strategies and tactics that help us persevere. Let me begin by suggesting twelve enduring lessons I've learned along the way that can guide you on your own leadership journey.



- Enjoy today; tomorrow has enough worries of its own.
- Never open a two-front war if you can help it.
- Don't overreact to overreactions.
- Don't say everything you think (I've never gotten in trouble for things I thought but didn't say).
- Stay emotionally present even when you don't feel like it.
- I've never had an opportunity expand without a potential problem expanding with it.
- Be disciplined with what you share and with whom you share it.
- Avoid no-win arguments; it's like wrestling with a pig. You both get dirty, and the pig loves it.
- Cultivate a results-oriented mindset with attention to doing the right activities.
- Cultivate an aspiring edge that stimulates hope and renewal.
- Maintain a commitment to open communication and conflict resolution.
- Always work to outlast the opposition except when you know it's the right time to leave for the right reason.

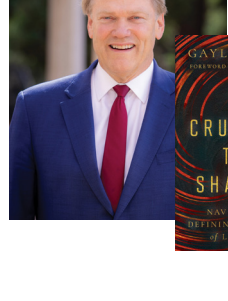
No special method or secret way can keep an organization on track. Regardless of the challenge, we must stay vigilant about the mission and purpose and not let all that happens to us and around us be a distraction. We wish we could find the secret formula, but everything we know suggests we just have to do the work.

Scripture teaches that these qualities grow out of our life with God, and it emphasizes the importance of persevering in the face of obstacles and setbacks. In truth, anything worth doing will take time, effort and human ingenuity. As others have noted, all good plans eventually degenerate into hard work. Through persevering, we not only develop our responses and plans, but we learn how to adjust to changing circumstances to make the contribution God put us on earth to make. Our character develops as we become the best expression of ourselves. At some point, we realize we're committing our life to purposes that will outlive us.

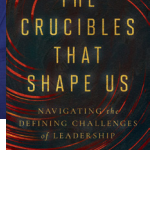
Recently, cognitive and behavioral psychologists identified the benefits of perseverance in the face of challenge, and resilience in response to setbacks. Although earlier scholars believed we possessed a certain setpoint or threshold of resilience, new research demonstrates that every one of us can grow in our capacity to endure. In other words, two people can encounter the same situation and react very differently due to the individual experience of learning how to bounce back from a crisis.

As an individual or organization perseveres, they build confidence by learning to develop a capacity to recover. This assurance then comes into play when new experiences of adversity and challenge materialize.

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**Gayle D. Beebe** has served as president of Westmont College in Santa Barbara, California since 2007; previously he was president of Spring Arbor University in Michigan (2000-2007). He has spent more than three decades in higher education and has written or edited 10 books and more than 40 articles.



## FOCUS ON THE INDUSTRY

### P. Graham Dunn Partners with the Link Companies



P. Graham Dunn is excited to announce a partnership with The Link Companies, a renowned sales agency specializing in the gift and home industry.

The Link Companies is an outstanding organization with a nearly 40-year track record of success throughout the gift industry. What started as The Southern Link, Inc. is now The Link Companies, consisting of 90+ salespeople in 8 unique agencies covering 32 states. Agencies being onboarded with P. Graham Dunn are The Southern Link, The Central Link and The Mid-Atlantic Link. These three agencies will cover Washington, D.C. and 19 states including Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia, Maryland, Delaware, Pennsylvania, New Jersey, New York, Ohio, Michigan, Illinois and Indiana.

The Link Companies are located in Building 2, on Floor 16 of the AmericasMart Atlanta Gift Market and serve wholesalers with a broad product assortment, genuine customer service and resources to support independent retailer success.

"We are excited for the opportunity to partner with the Link Companies," said Steve Dassani, CEO at P. Graham Dunn. "Their professionalism, industry insight and dedication to excellence align well with our values at P. Graham Dunn. This partnership will enable us to expand our reach and better serve our customers by bringing our inspirational products to more retailers and homes across the country."

The collaboration with The Link Companies began June 1, 2024, with both teams working closely to ensure a seamless integration and rollout of new initiatives. Retailers can look forward to additional access to P. Graham Dunn products supported by the in-store service that The Link Companies provide. Additionally, P. Graham Dunn décor and gifts will be showcased within the Link Companies Showroom in Atlanta.

**P. Graham Dunn**, an employee-owned company, is nestled in the heart of Amish Country and manufactures art, gifts and home décor. What started over 48 years ago as a mission assignment on the streets of New York City has blossomed into an international business, serving thousands of accounts throughout the country and around the world. Rooted in humble beginnings, the business remains nimble and continues to adapt to an ever-changing gift industry.

Learn more about P. Graham Dunn at [wholesale.pgrahamdunn.com](http://wholesale.pgrahamdunn.com).

## FOCUS ON CPE

### Don't Miss Out!



Discounted rooms at the Hilton are now sold out. Book your hotel stay at the Courtyard Marriott before it's too late. The deadline to reserve your discounted room at the Marriott is **Monday, July 8!** Click [here](#) to reserve your room today! You won't want to miss what's to come!

Sunday evening is going to be a blast! To honor the companies celebrating 50 years of service, we're having a nifty 50s-themed dinner party, with keynote speaker Patrick Morley, followed by an ice cream sundae social with comedian Chonda Pierce. Come dressed in your best 1950s attire, and be there or be square.

On Monday, August 5, experience an evening of encouragement with keynote speakers Sandra Stanley and her daughter Allie Stanley Cooney, sponsored by HarperCollins Christian Publishing. Sandra Stanley is a mom of three grown children and the wife of Andy Stanley, founder of North Point Ministries. Sandra and Allie are the authors of the upcoming book, *Meet Me in the Middle*, that helps mothers and daughters grow in connection, communication and faith.

CPE Summer 2024 will be at the Midwest's award-winning event facility, Grand Wayne Convention Center, in downtown Fort Wayne, IN, on August 4-6. Registration is FREE for retailers. To learn more, visit [www.cpeshow.com](http://www.cpeshow.com).

[Register Today](#)

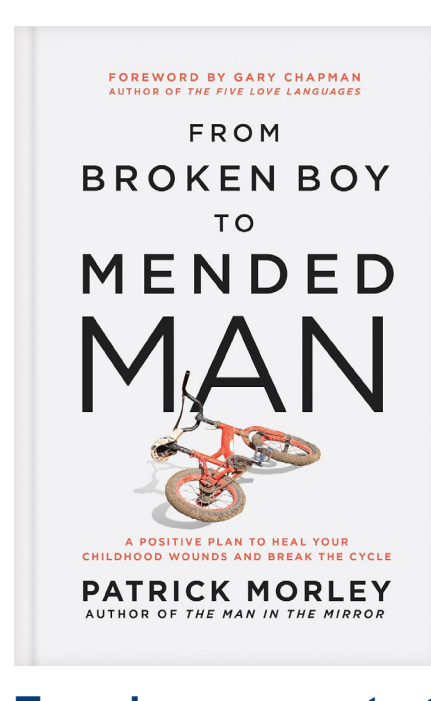
## FOCUS ON PRODUCT

### From Broken Boy to Mended Man

by Patrick Morley (Tyndale House Publishers)

Written with simplicity rather than sensationalism, yet far from basic, *From Broken Boy to Mended Man* is the autobiographical story of author Patrick Morley: a successful entrepreneur and businessman, but with hidden wounds from the pain of his childhood. More caring than clinical, Morley helps readers find healing for their own childhood wounds and break free from any destructive, dysfunctional cycles. Readers are equipped to move forward by reaching a place of biblical forgiveness and creating an action plan to better parent their own children.

**How this book helps readers:** *From Broken Boy to Mended Man* is a simple and hope-filled blueprint to find freedom from a hurtful childhood that may be holding you back.



To order now, contact Tyndale House Publishers by calling 800-323-9400