



TROY BROWN FOREWORD

As a New England Patriots player for my entire NFL career, I've had the privilege of working with and being mentored by several incredible leaders, each of whom has played a role in my success.

I've witnessed exceptional leadership both on and off the field that inspired teams and people to greatness, enabling them to achieve incredible success despite the odds.

In the game of football to become a better player, a better teammate and a better person, I learned that you have to practice all the time. There are no shortcuts to being great. That's the Patriot way and while it applies to football, it also applies to everyday life. Whatever role you play, do it to the best of your ability, because it has a ripple effect on the people around you as it makes you better.

I've also learned to never underestimate the power of a great coach. During my career, I've had several - from Bill Parcells to Pete Carroll to Bill Belichick. Each of these men inspired and helped me in a different way.

For more than 30 years, Nancy Capistran has inspired senior-level leaders from start-ups to multibillion dollar enterprises to weather storms, recognize blind spots and create positive change in their companies, in their relationships, and in the world around them.

Open Your Eyes and LEAD shows readers how to become a positive influence in the world, and how to balance and manage issues they face as they strive for excellence in all they do and remain true to their core beliefs even when it's easier not to.

One of the things that stuck me deeply was Capistran's acknowledgment that we all have moments of self-doubt and face adversity in some way; but it's how we respond to those situations that makes us who we are.

No one gets through life without a major challenge or two, and Capistran candidly shares and explores her own extreme and unpredictable life experiences that have impacted both her and her family on a profound level. What I admire most about Nancy was that she stepped up and showed up during tough times. Nancy's ability to remain positive through these challenges has helped her develop street smart approaches that enabled her to thrive through adversity and guide others.

Whether you are a seasoned leader, a newly-minted entrepreneur, or an aspiring leader, Capistran's stories of inspiration and advice resonate with everyone who wants to increase their self-confidence, improve performance and become a more balanced, thoughtful leader.

The book's narrative empowers readers to identify their own personal weaknesses, create workarounds to roadblocks and persevere despite the odds.

Leadership is a highly intentional act. ***Open Your Eyes and LEAD*** reminds us that no matter where we are in life, we always have the power to make a positive change to improve our own lives and the lives of the people around us.

Troy Brown

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