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3842m

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## **Testimonials**

**Name:** Guy Nixon  
**Position:** Managing Director  
**Company:** Go Native Ltd.  
**Programme:** Mt Blanc, 2004



### **Why did you do your challenge?**

The idea was put to me by a friend and my knee jerk reaction was "Yes, fantastic. I'd LOVE to do that". A few seconds later, having committed myself, reality kicked in and I thought "Shit, what have I done?" However, the truth was, despite looking like a relatively fit 40 year old, I needed a positive force in my life. I smoked 25 fags a day, could barely run for a bus and hadn't taken any serious exercise since a walking holiday in Norway 2 years before. Walking in Norway was one thing. Climbing Mont Blanc was going to be quite another.

### **What were your objectives?**

I wanted to use this experience to shake up my life, get out of a rut, do something different. Having just turned forty, there was a niggling anxiety that life was passing me by. Also I wanted to do something that I had found impossible for the past 15 years, quit smoking. I had to.

Pete and Hugh ran a very thorough training program that began 3 months before the climb. It was during this build up period that it became very apparent to me that unless I quit smoking, there was very little hope of my getting to the top. It was very motivating. I'd literally feel like vomiting if I smoked a cigarette after a training session. As the training program got well underway, I was slowly beginning to feel physically fitter than I had done for years.

### **What did you achieve through the process?**

I quit smoking and haven't smoked since.

I did something that I never thought I could or would ever do and thereby gained an enormous amount of self confidence - all through motivation. I think that was the real value that Pete and Hugh brought to the party. Sure, they'd climbed the big mountains and had all the experience that comes with that but it takes more than know-how to motivate people to do something that they feel is completely beyond them. It was their passion, enthusiasm and absolute commitment to not just getting me and the others to the top of the mountain but to making sure that we really enjoyed the journey. And we did. It was the most fun I'd had in years.

### **Did your programme have a positive impact on your work?**

My focus was not work related but lifestyle related so it is difficult to say what part of the programme affected what part of work. However, what I can say is that, for the first time in a long time, I really felt good about myself. I felt in control, fit and healthy, I was sleeping better, eating well. Did the programme have an impact on work? Undoubtedly.

### **How has your programme had a lasting impact?**

Two and a half years down the line from the trip, one lesson remains with me very prominently. I'm a very driven and ambitious bloke which can sometimes feel exhausting and often overwhelming. On the training climbs prior to actually climbing Mont Blanc, Pete and I



talked a lot about how I managed my drive. He suggested that I shift my focus away from the top of the mountain, which is always where it was, and instead focus on a series of shorter goals along the way. These would ultimately lead me to the top but without individually feeling so overwhelming. This really worked for me.

The lesson of this translates very well from the mountain into my day to day job as Founder and Managing Director of a Corporate Housing business. Whilst my ultimate goal has always been to build the company into a profitable and saleable entity, over the last couple of years, I've focussed more on identifying the many smaller goals to be achieved in order to get me there. That has certainly eased the stress.

