



QUESTIONS HAVE MORE POWER THAN ANSWERS



**WHAT WE ALREADY KNOW,
BUT SOMETIMES FORGET**

INTRODUCTION

- Mark Fritz
- Questions Influence Yourself & Others

ASKING YOURSELF

- Starts with...How Do I Define Success?
- Questions Drive Direction, Focus & Action

ASKING OTHERS

- Questions Create Influence with Others
- We are All in Selling!

AND FINALLY...

- A Great Daily Question
- Buy Stock in You



QUESTIONS HAVE MORE POWER THAN ANSWERS

INTRODUCTION



MARK FRITZ



INTERNATIONAL

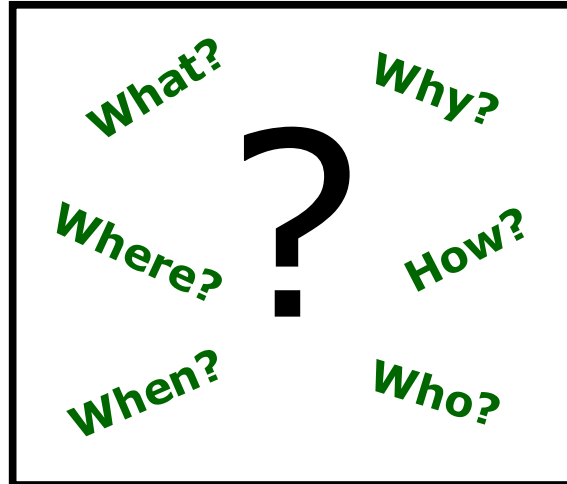
Lived in:
Egypt, Italy, Japan,
Netherlands, Singapore,
UK, USA

Led Operations in:
Asia & Europe

- **25 Years with KODAK**
 - Project Leader - for Enterprise Systems Implementations in Egypt, Netherlands, Italy and Japan
 - Executive - leading organisations in IT, Quality/Consulting and Customer Services Operations across Europe
- **Now, Leading PROCODOR**
 - Personal & Leadership Effectiveness (Leading People at a Distance)
 - As a consultant working with you and your team
 - At seminars which can be tailor-made to fit your organisation
 - As a public speaker at your event, to inspire and energise your team
 - In a coaching and mentoring capacity to leaders who want to become more effective in leading their organisations
 - As a visiting professor at international business schools in the UK, France, Spain, Sweden and The Netherlands



QUESTIONS INFLUENCE YOURSELF & OTHERS



**SIMPLE QUESTIONS
HAVE THE POWER**

Success in Life
is about **Influence**

- Makes yourself & others think and feel
- Asking yourself drives you to action
- Asking others makes it about them

YOUR NOTES



QUESTIONS HAVE MORE POWER THAN ANSWERS

Asking Yourself



STARTS WITH: HOW DO I DEFINE SUCCESS?



**HOW WOULD YOU
RECOGNISE SUCCESS?**

You only **Achieve**
What is **Clearly Defined**

- Invest the time to define what success means to you
- Remember, success is about both the journey and the destination
- It's your success. You can never achieve someone else's definition of success

YOUR NOTES



QUESTIONS DRIVE DIRECTION, FOCUS & ACTION



**QUESTIONS KEEP YOU
MOVING FORWARD**

Questions Build the "Why"

The Equation of Success

WHY > HOW

- Helps you set and confirm your direction
- Keeps your focused on what is important
- Drives you to clearly define the action

YOUR NOTES



QUESTIONS HAVE MORE POWER THAN ANSWERS

ASKING OTHERS



QUESTIONS CREATE INFLUENCE WITH OTHERS



**USE THE POWER OF
FOLLOW-UP QUESTIONS**

**When You are
Interested in Others,
Others will be
Interested in You**

- Questions create rapport
- Questions puts the focus on others
- Questions drive thinking and feeling

YOUR NOTES



WE ARE ALL IN SELLING!



**WE ARE CREATING
INFLUENCE WITH OTHERS**

Questions Help in
Making It about **Them**

- **As everyone: selling our ideas**
- **As a leader: selling ownership**
- **As a team member: selling co-operation**

YOUR NOTES



QUESTIONS HAVE MORE POWER THAN ANSWERS

AND FINALLY...



A GREAT DAILY QUESTION



**How would the person I'd like to be,
do the things I'm about to do?**

YOUR NOTES

**BE THE PERSON
YOU WANT TO BE**

Make this Question a **Habit**,
and It will **Power** Your Success



BUY STOCK IN YOU



**BECOME A
LIFE LONG LEARNER**

Invest vs. Spend
your Time

- You buy stock in a company because you see the potential in that company.
- Why not buy stock in “You”, because you see the potential in you.
- You buy stock in you by investing your time in your own self development

YOUR NOTES



MARK'S DAILY THOUGHTS / BOOKS

MARK'S DAILY THOUGHT

< 1 Minute Read and Updated Daily

An Example...

SHOWING OTHERS THEIR POTENTIAL

The very best leaders all have one thing in common. They are all very good at showing their people the potential that is inside them. These leaders understand that to create more value in their company, they need to grow their people to use their potential. You could say that companies grow faster when the people are motivated to use their potential.

<http://www.procedor.com/daily-thought.html>

You can **Sign Up** to receive an email each week with the past seven days.

<http://www.procedor.com/signup.html>

BOOKS



Time to Get Started is a compilation of the Mark's best thoughts from the first two years of Daily Thoughts. The thoughts (grouped together by theme) provide the reader with valuable, thought provoking reflections and practical advice. To get 25% off, [click here](#).

(Procedor Publishing)



The Truth About Getting Things Done pulls together the most powerful 'truths' that encourage you to focus on doing what is really necessary. The 'truth by truth' format makes it quick and easy to find the advice that will make all the difference to your productivity.

(Pearson Education)



Every Week is a New Beginning is a compilation of 52 Weeks of the Procedor newsletter. Each week contains a personal, leadership and team & organisation development insight, along with famous quotes to bring the insights to life for the reader.

(Procedor Publishing) *Coming 2009*