



BETTER DECISION EVERY DAY

Success comes when you make a better decision than your competitor every day.

WHERE AND WHY

Many rush to the how AND when before determining the where AND why.

CUSTOMER EXPERIENCE

Successful businesses focus the customer experience in their value proposition.

KNOW WITHOUT THE NO

A big danger with more knowledge is thinking that you know what's impossible.

DECIDE, COMMIT, EXECUTE

Business is about doing 3 things well: Decisions, Commitment & Execution

ADVICE WITH YOUR OWN JUDGMENT

Get great at balancing the advice from others and your own business judgment.

DO AN INVESTMENT REVIEW

Start with yourself, as your own personal growth pays the highest return.

COMPETITION WITH YOURSELF

The strongest competitors compete with themselves to fully use their potential.

DRIVEN/COMPETITIVE

Compete with others and you focus on them and not doing your best.

DISADVANTAGE TO ADVANTAGE

A little fresh thinking can turn a disadvantage into an advantage.

WAIT FOR OR CREATING IT

The unsuccessful wait for their future, while the successful start creating it.

LEARN, USE AND ACHIEVE

Some learn, don't use. Some use, don't achieve. Successful learn, use & achieve.

CONFIDENCE TO ADAPT

Success in complex organizations is driven by our confidence to adapt.

AUTHENTIC ENERGY IS CONTAGIOUS

Show your energy and attract the energy of those around you too.

EVERY BUSINESS IS A PEOPLE BUSINESS

For successful leaders, business success always starts with the people.



REQUIRES A CULTURE CHANGE

Company turnarounds are enabled by leadership led culture change.

STRONG COMPETITOR

Great competitors start with themselves, and compete with their own potential.

EVEN IF VERSUS IF

Achieve success by having even if mindset, and make it happen no matter what.

CREATE A DROP LIST

Find more time for the important by stopping what you shouldn't be doing.

ONE THING AT A TIME

Grow faster by focusing on one improvement, and making it a permanent habit.

YOU PERFORM AS YOU PREPARE

You see a champion by how they practice and prepare for competition.

COMPETITION CAN BE LIMITING

Focus on competing with others, and you might limit the use of your potential.

HALFWAY IS NO WAY

Make the commitment (at the beginning) to do whatever it takes (go all the way).

MORE WITH LESS

Within every business there's always a foundation: strive to do more with less.

IN THE SAME DIRECTION

All leaders drive action. Successful leaders drive action in the same direction.

FIND & LISTEN

Find the right people and listen, and you see the way to accomplish anything.

REPETITION, THE KEY TO SUCCESS

Competence comes from learning, improving and repeating what you are doing.

CREATE VERSUS COMPETE

Compete and you are a reactive follower. Create and you are a pro-active leader.

RESULTS DRIVEN AND PEOPLE FOCUSED

Business success (the results) is only achieved by the great work of its people.

PEOPLE LOOSE WITHIN A FRAMEWORK

If you don't have a framework in place, you always need to be more controlling.



STRATEGY WITHOUT LEADERSHIP

Strategy without leadership is like building blocks without form.

HIRE GREAT PEOPLE

Success in business is all about the people, so invest the time to hire the best.

REFLECTION DRIVES FORESIGHT

Study the past., take the learnings, avoid the past mistakes, make the best better.

FUEL FOR WINNING

Confident people take action, more risks, and inspire others to do the same.

PAY ATTENTION TO THE RIGHT THINGS

It's not about the ability to focus; but the ability to focus on the right things.

MAKE BUSINESS PERSONAL

When the company WHY becomes personal...the magic happens.

DISCIPLINE DRIVES CONSISTENCY

Ability is important, but discipline is what drives consistency in your performance.

SUCCESS ATTRACTS GREAT PEOPLE

Achieve success and you attract great people to help create even greater success.

OFF THE WALL AND INTO ACTION

Powerful values/principles are not on walls, but in minds and hearts of everyone.

GENERATE ENTHUSIASM

Enthusiasm is contagious. It not only impacts co-workers, but customers too.

LOOK FOR A BETTER WAY

An improvement mindset is part of every successful team...looking for better.

CREATE THE RIGHT CONVERSATIONS

You gain progress when you have the right conversations with the right people.

PLAYING THE WRONG GAME WELL

Doing what you're good at, but not passionate about, is playing the wrong game.

MAKE SENSE OF WHAT HITS US

There is power in being able to evaluate each situation as quickly as you can.

CHARACTER AND COMPETENCE

Long-term success has a foundation in both character and competence.



HAVE A WINNING SPIRIT

Winners possess the spirit of winning, and that is contagious.

PLAN A ENABLES A FASTER PLAN B

Planning is what enables you to adapt quickly and develop a plan b, c if necessary.

FOREVER DOESN'T EXIST

Your best processes don't live forever. Continually evaluate what needs to change.

WALK AND TALK THE VALUES

Values are only powerful when the leaders both talk and walk them every day.

LEARN FROM YOUR MISTAKES

The worst mistake is the one you make and never learned from.

CHANGE YOUR LEVEL OF THINKING

You cannot take on a big challenge with the same thinking you have as today.

INTEGRATE ENCOURAGE AND PUSH

Leadership requires you to both encourage and push your team along the way.