



Success and Focus

- 1 - It's not about getting things done, it's about **SUCCESS**
- 2 - The **WHY** needs to be greater than the how
- 3 - You need to **BELIEVE** it in order to achieve it
- 4 - It's **FOCUS** management, not time management
- 5 - If everything is **IMPORTANT**, then nothing is important
- 6 - Your **CLARITY** of focus drives the action you want

Goals and Outcomes

- 7 - **GOALS** make your life **SELF-DIRECTED**
- 8 - Life is about the **JOURNEY** and the **DESTINATION**
- 9 - You accomplish more with an **OUTCOME** focus

Beliefs and Character

- 10 - Nothing is stopping **YOU** but you
- 11 - Your past does not have to equal your **FUTURE**
- 12 - The size of your **BELIEFS** determines the size of your achievements
- 13 - Your **ATTITUDE** is really your window to the world

Thinking And Planning

- 14 - All actions begin in your **THOUGHTS** first
- 15 - **POSITIVE** thinking pushes out negative thinking
- 16 - What you learn only has **POWER** when put into action
- 17 - Be **PROACTIVE**, not reactive, by thinking ahead
- 18 - Planning drives faster **DECISIONS** and **ACTION**

Discipline and Habits

- 19 - You **CAN'T WAIT** for the inspiration to take action
- 20 - What you do **TODAY** creates your future
- 21 - Discipline is doing what's **NECESSARY**, when it is necessary
- 22 - You create your **HABITS** and your habits create you
- 23 - That little bit extra makes a huge **DIFFERENCE**
- 24 - People really don't fail, they just stop taking **ACTION**
- 25 - It is easier to create a **NEW HABIT** than break an old one

Relationships and Communication

- 26 - You achieve better **RAPPORT** by adapting your approach to others
- 27 - Remove the **EMOTIONS** first and then discuss the facts
- 28 - You are in "sales", as you are always **SELLING** your **IDEAS** to others
- 29 - **QUESTIONS** have more power than answers
- 30 - **STORIES** and **EXAMPLES** make the emotional link faster
- 31 - **MATCH** communication **STYLES** for a quicker responses
- 32 - **LISTENING** enables better communication more than talking

Teamwork and Follow-up

- 33 - No one creates **SUCCESS** by themselves
- 34 - You attract help from others by keeping your **COMMITMENTS**
- 35 - **TRUST** is the fuel for productive teamwork
- 36 - You get the **BEHAVIORS** that you reinforce

Potential and Excellence

- 37 - You can't see the **PICTURE** when you are in the frame
- 38 - **GROWTH** comes when you are comfortable being **UNCOMFORTABLE**
- 39 - **COMPARING** yourself to others **LIMITS** your growth
- 40 - **SURROUND** yourself with the **RIGHT PEOPLE** to fuel your growth
- 41 - **PRIDE** in what you do creates excellence in what you do

Doing the Uncommon

- 42 - It is all about making common sense **COMMON PRACTICE**