

# Where There's A Will, There's A Way!

## Performance Coaching Card

### Definition of Willpower:

The ability to carry out decisions, with a positive attitude, strength of mind and energetic determination.

### Reignite Your Purpose

Remember that purpose is stronger than the object itself. What is your reason for doing what you're doing? Why do you want to do it? Remember, why is more important than how!

### Raise Your Standard of Performance

Make a decision that you will never be satisfied with less than your best! Always give your all and seek ways to improve and expand your potential.

### Be a Change Agent

Remember the best way to predict the future is to create it!

The five drivers of change:

- More Competition
- More Choices
- Less Durability of Solutions- (Things that use to work may no longer work)
- Less Market Predictability- (One thing that's predictable is unpredictability)
- Greater need to uncover the hidden value in people and the marketplace called NICHES.

### What are NICHES?

Unserved customer and market needs. The master key for uncovering NICHES are HOFQ's.

### Hall of Fame Questions

How can we do it better? How can I do it better? More efficiently? More effectively? They create ABSOLUTE answers.

### Challenge Limiting Beliefs

Many times old negative beliefs and self talk keep us from moving forward. Our beliefs come from our internal programming and experiences, it starts from the time we're born. We must safe guard our mental software in the same way we would guard the software on your computer.

- **Conscious Mind**- Collects data, associates it to things we know, evaluates it and makes a decision.
- **Unconscious Mind**- Acts as our mental filing system and recalls the data based upon our thoughts.
- **Creative Subconscious Mind**- Where dreams come from, this is often blocked by negative thoughts and self talk.

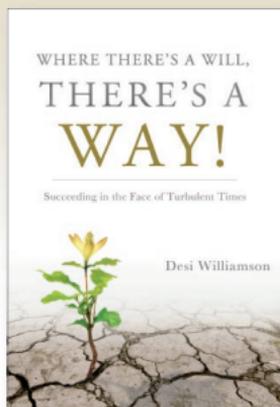
### Dream Big Dreams!

Never let anyone steal your dreams. Great success starts with positive thoughts, self talk and action!

### Affirm to Yourself I CAN! I WILL! I MUST!

### Challenge Your Fears

Whatever it is that you fear most, do it first! The best remedy for fear is massive action! Fear comes from worry and stands for False Evidence



Appearing Real. Ask and answer the six most powerful questions in life:

### Who? What? When? Where? How? Why?

Whenever you're faced with a challenge or opportunity the answers to these questions will provide you with the blueprint for action, results, and the adjustments you need to make to move forward.

### Fight for Your Right to be the Best!

You have greatness in you! Remember to awake each day with an attitude of gratitude. Guard your mental software from negative viruses: Be careful what you listen to, see and say, replace negative input with positive reinforcement, books, audio CD's, and positive people.

- Approach each day with a positive attitude.
- Remember that you are in control of your choices.
- Don't let any negative situation steal your joy!
- Live in the present moment, learn to forgive yourself and others.
- Remember that everyday above ground is a good one.
- Relationships are the foundation for success in all walks of life.

# Where There's A Will, There's A Way!

## Leadership Coaching Card

### Definition of Management

To make submissive by virtue of one's position, power, or authority.

### Definition of Leadership

To show, guide or coach by having gone in advance.

### Moral

We lead people and manage things!

### 1. Clarity of Purpose

Share the Vision! Make sure to let people know how their role in the organization affects the big picture and overall performance of the organization. What is expected of them specifically?

### 2. Provide Consistent Feedback

Remember that feedback is the breakfast of champions. Make sure to provide positive feedback and when desired behavior is not achieved, remember to be hard on the problem, but soft on the person.

### 3. Ask for Feedback

Prolific leaders understand the value in receiving 360 degree feedback. Ask your team the questions, how am I doing as your leader? What barriers can I remove and resources can I provide to help you perform to your maximum potential?

### 4. Listen with Empathy and Compassion

One of the best ways to show people you care is to listen to their concerns, people don't care how much you know, until they know how much you care.

### 5. Provide a Learning Environment for New Skills

Cross train whenever possible to help your team gain new insight, skills and an appreciation for other functions. This will also help your team develop greater cooperation and bench strength.

### 6. Increase the Amount of Communication

Create an environment of open communication where leaders are approachable from anyone in the organization regardless of rank or position. Reward great ideas!

### 7. Empower Your People

Give people the latitude and freedom to act within their area of competence in order to better serve your customers. When mistakes are made, provide coaching.

### 8. Show Real Interest in People

One of the best ways to gain commitment from people is to find out what interests them personally and show them how their affiliation with your organization can help them achieve it.

### 9. Reward Success

Make sure to acknowledge and reward desired performance even when successes are small. One of the most powerful predictors of future success is past achievement.

### 10. Lighten Up!

Provide an environment where people can enjoy the process of high performance. This will ensure an environment of commitment rather than compliance.

