

Welcome to the distance learning programme from Paul Bangs. I hope that you get as much out of the material as others who have attended one of my training courses or motivational talks. If you would like to know more about the programmes or would like to discuss your training or mentoring needs, please email or phone with your enquiry.

How to be a winner

Donald Trump, the American multi millionaire businessman in his highly successful TV programme “The Apprentice” stated recently that the key to success was **passion**. You have to be passionate about what you do; it’s passion that gives you **energy** and without energy you won’t make it.

No business will grow to its full potential unless the leader of that business is a person with passion resulting in the necessary energy to drive the business or organisation forward.

I read a notice in an office some years ago which stated that “Ordinary is boring – it has nothing to give – we blend in with the ordinary – we sell our significance and our individualism for ordinary. No one takes a photograph of ordinary. Your significance begins where your ordinary ends. Determine that from this moment on, today you will never be seen as ordinary; you are a significant person”

It is extraordinary people with passion that get a lot done, who drive the economy forward and build significant businesses or organisations. And the good news is, we can all be people of passion and it is ordinary people who do extraordinary things. Donald Trump, Winston Churchill or Ghandi were ordinary people who then did something extra ordinary by having the right attitude when challenges or opportunities confronted them. It is our attitude that determines our future not our aptitude.

There are a number of keys to becoming a winner, and I am not just talking about being a winner in business but being a winner in life. It is very easy to believe that only those that become highly successful financially are the real winners. This is clearly not the case; a mother successfully bringing up her children is as much a winner as the first female chairman of a large organisation or a sports person who becomes an Olympic champion. Winning is not about money, position or power; it’s about being the best you can be and not settling for less. It’s about reaching new goals and never letting the grass grow under your feet. It’s about taking your natural talents and skills and having the determination to make the most of those skills and talents; not allowing you to become ordinary.

So what are those keys to becoming a winner? The following is not an exhaustive list but they amongst the most important.

First and foremost is **attitude**. There is a saying that “it is your attitude and not your aptitude that will determine your final altitude”. When we hire staff it is normally as a result of their skills and abilities – aptitude, but if we have to fire them it is invariably because of their attitude. You can have the most skilful person in the nation working for you but if their attitude is stinking then they are no good to you. If however you have a person who may lack some skills but has a great attitude, then they can be trained and they will be willing to learn and in the long run, will be a much more valuable member of your company.

But of course it's not only the attitude of our staff that is key; even more important is our attitude as business owners. If we have a bad attitude towards our work, staff, customers or suppliers then we will never reach the heights that we might be capable of. Our attitude, how we treat others and how we react to challenges and difficulties determine our future much more than the economy or competition.

Along with attitude is **determination**. Winners are determined people. We all have setbacks in life, we face difficulties and challenges but if we have that dogged determination that says "I am not going to give up; I won't listen to that negative person who is trying to bring me down to their level. I will succeed, I will find a way and I will learn whatever I have to learn to get the job done" It is this attitude and determination that makes winners out of people. The only difference between an Olympic Gold medallist and the person that comes second, is often not skill or ability but the winner is that little bit more determined, will push one more time. The desire is that little bit greater.

Winners are **enthusiastic**; they don't allow themselves to become negative. Enthusiasm is another key to becoming a winner. I love sport and I especially like the Olympics because of the diversity and the different skills of the participants and of course I include the Para Olympics in this passion I have. In recent years in the UK we have had athletes like Jonathan Edwards winning gold. It is not just his great athletic ability that attracts you to him but his energy and enthusiasm. It is the same for Simon West who suffered such horrendous injuries in warfare. It is his enthusiasm that has brought him to the public attention and made a winner out of him. Attitude, determination and enthusiasm all go hand in hand together to help make winners; and I repeat, it's not just those that hit the public eye, it is anyone who does more than is expected of them, who excels what ever their circumstance.

The fourth attribute to becoming a winner; **self respect – self esteem – self belief**. How we see ourselves determines how far we will go. If we see ourselves as losers then we will be a loser. I have met people who honestly believe that because of their circumstances, background or upbringing believe they can never be successful – they have little self esteem. Winners have a great deal of self esteem and belief and self respect and the good news is that our past does not need to determine our future; we can all be winners.

This does not mean being over confident or believing that we are God's gift to mankind; some of the most humble people in the world have been real winners. It is not pride that drives them but they do believe in themselves and their abilities; they know what their skills are, they are determined to use those skills and they have high self belief. With this comes a willingness to keep on learning. None of us has all the skills and answers and winners continually seek to improve and learn new skills but they have great confidence that what they already know is taking them towards their future.

See yourself as a significant person. There is no one else on earth like you, you are unique. No one else has your exact skills and abilities coupled with the way you think. What an extraordinary person you are? But what about those around you; do you see your wife/husband/partner as being extraordinary, what about your children and those you work with or employ? We need to look for the uniqueness in ourselves, our family and those we work with. We need to build up our own self esteem and belief and then work at building up the self esteem of those around us and especially our partners, life and work and children.

Reflections – Discussions - Questions

Before we move on take some time to reflect – discuss – question the points raised.

Passion. Are you passionate about your future, the work you are doing and your life? And what about those around you, do they share your passion and do you share theirs. Are you all working towards a common goal? If not, why not and what do you intend to do about it?

Attitude. How is your attitude and how about the attitude of those you employ or around you? If its negative why, and what can you do about it? Is their attitude poor because of the way they are being treated or because expectations are too low? Remember a positive attitude is key to success, one negative person can drag down three or four positive people; ensure that the atmosphere in your business or home is positive.

Determination. There is a saying. “Today is the first day of the rest of your life” We learn from our past but our future is determined by having a positive attitude and the determination to succeed. How determined are you and those around you to make it happen?

Enthusiasm. How enthusiastic are you and again how enthusiastic are those around you? Do you wake up in the morning with the attitude “Oh no, not another day of drudgery” or do you look forward to what the day has in store for you? Enthusiasm provides motivation and energy and helps overcome obstacles.

Self respect – esteem – belief. Do you believe in yourself, do others believe in you and do you believe in those close to you?

At the end of the day you are in charge of your own destination. Check these attributes out and ask are you on the right track to win your particular race?

Let's move on with some other winning attributes

Don't fear failure.

I guess one of the greatest inventors of all time was Edison. To have one really good idea, get it through the patent process and then raise the necessary finance and turn that idea into a product or business that becomes a commercial success is an amazing thing to do. Edison went through that process with over 1000 inventions and turned them into commercial successes, what an incredible man!

When he was attempting to create the electric light bulb he had tried over 5000 times without success; it was known as Edison's folly – everybody except Edison knew that it was impossible to light the word using electricity; gas, candles, oil but not electricity. A young reporter came to interview him and asked “Mr Edison, why do you continue having failed so many times?” Edison replied “young man you don't understand how the world works. I have not failed at all, I have successfully found 5000 ways that do not work; I'm now 5000 ways nearer to finding the way that does work”. It took Edison over 10,000 experiments before he finally cracked it.

Edison knew one of the keys to success - never fear failure. Only yesterday I read on the front cover of our church weekly news letter ***“The greatest mistake we can make is living in constant fear that we will make one”*** You can not succeed without making mistakes, so long

as you make them in a forward direction. We learn little when things continue to go right for us; it's the challenges of life that teach us the most and that leads to the next key.

There is no such thing as a problem

We should get rid of the word problem from our vocabulary, it's a negative word. Whenever someone comes to you and says "we've got a problem" we immediately think "Oh no, not another one." 80% of potential "problems" we worry about actually never materialise, we worry about them or someone else is determined to pass their problems onto us but after all that worrying, the problem seems to disappear into thin air.

We need to change the word problem. If it is a small "problem" then we should change the word to "**situation**" That's what it is, it's just another everyday situation we have to deal with in our workplace or home. If you see it as a situation then you will deal with it more positively. If it is a larger "problem" then change the word to "**challenge**". OK guys, we have got an interesting challenge here, who wants to start to come up with some ideas on how we are going to tackle it? See how a change of word and attitude can change the situation? So how about those humdinger of "problems?" Change the word to "**opportunity**" It is amazing how often what turns out to be a major problem leads to a new opportunity. Sometimes drastic measures have to be taken but drastic measures can lead to new growth and new opportunities, new skills learnt or out of nowhere an individual surpasses all expectations and gets the job done.

Situations, challenges, opportunities are positive words with energy behind them; problem is a negative word which drains energy. Resolve today to change your language

Goals with an action plan, written down.

Winners are very clear where they are going and the best route to get them there. They plan, they gather information, they seek advice and then they get it all down on paper with an action plan on how they will reach their goal. The book of Proverbs states "without a vision, man will perish" Of all the keys to becoming a winner this is probably the most important of all and we will return to this on another occasion as it deserves a programme of its own. Coupled with goal setting is **Time management** and once again I will return to this subject. The vast majority of successful entrepreneurs are very good at managing their time and understand that time lost can never be retrieved.

Another key attribute of a winner is they **learn from past mistakes** but they don't dwell on them. I love playing golf; I hasten to add not to a high standard as anyone who has played with me will testify. As an exponent of more mistakes than most on the course, I have had to learn to put each mistake behind me. If I go to my next shot worrying about the bad shot I have just made then I will normally repeat the mistake. I have to learn from it but then put it behind me and get on with my game.

As mentioned before, you learn little when everything goes well but there is a great lesson we can all profit from – it's good to learn from your mistakes but its better still to learn from others mistakes. There is now so much information available to us in business courses, books, the WEB and from agencies funded by local and national governments. The challenge is to take time out to learn. Winners never have the attitude they know it all, often real winners understand that they need the wisdom of others added to their own experiences. There is a greater requirement in management today to work with others; teams achieve more than individuals. By

working with others we learn from their past mistakes and together, although it may take a little longer to complete a task, we find there is less risk of getting it wrong and less time rectifying the mistakes.

Winners **work hard and work fast**. They are efficient, use their time well and only do those tasks that they are paid and qualified to do. Over the years I find I have less time for office chat, coffee machine meetings and long lunch breaks. Successful people know what they have to do, are clear concerning their goals and realise that unless they are willing to work ridiculously long hours they had better get on with it and work efficiently.

Time is money and there is nothing more tiring than spending each day aimlessly. There is a great deal to be gained by getting to the place of work at the right time, getting on with the job in hand, not allowing too many distractions and working at a fast pace. At the end of the day there is real sense of achievement and when you go home, you know you have earned your money. There are two types of employees, those with an employee's attitude and those with an owner's mentality. Owners of a business work long hours and make sure that whatever the challenges, the job must be done. When you find an employee who shares that attitude, then look after them, they are a gem.

Reflections – Discussions - Questions

There are still more keys to becoming a winner but reflect on those discussed in this last section.

Don't fear failure. How do you and those around you cope with failure, do you see it as a negative or do you learn from it and move on? Remember the attitude of Edison "I haven't failed at all, I've successfully found 5000 ways that do not work, I'm now 5000 ways closer to finding the way that does work"

See problems as challenges and opportunities. Do you see difficulties as problems if so, change your attitude and help those around you to change theirs? Problems are situations, challenges and opportunities depending on the severity of the difficulty.

Set Goals. When did you and those close to you last review your goals, when did you write down your vision for your business or own life, when did you last plan on paper where you are going and how you will get there? Goals are vital to your future success.

Manage your time. How is your time management, is time running away from you, do you find you don't even have time to plan? There is your problem; if you don't find time to plan then you end up with no plan and running out of time to do all you need to do.

We will look at the previous two points in greater detail in another programme but take time out now to reflect on where you are going and how you plan to get there.

Learn from your mistakes. How are you when you and those around you make mistakes, do you have a blame culture for both yourself and your staff or do you have a culture of learning from the mistakes made? Create a culture of learning; learning from each other and from all the resources that are available to you.

Work hard and work fast. Finally, set the right pace and set the example for others to follow. Employees will not follow positively a boss who says one thing and does another. If you work hard others will work hard with you but, and this is key, do not push beyond reasonable limits. It is better to work smart than working both yourself and others to exhaustion.

There are more great lessons to learn if you want to become a real winner.

“The greatest mistake we can make is living in constant fear that we will make one”

A South African farmer heard there were diamonds up in the hills and as farming is very hard work, sun up to sun down for 365 days a year, he reckoned that diamond mining was a great deal easier and more profitable. So he sold his farm and all of his stock and equipment and went looking for diamonds. He didn't find any and died destitute and broken in spirit. In the meantime the guy who bought his farm was out by the river on his land one day and found some of the biggest diamonds in South Africa, right there under his feet.

The moral of this story is that we have all got diamonds under our own feet; they are called natural talents and abilities. The problem with diamonds is that they don't come looking like gems in rings, they look like bits of rock; it takes a craftsman with real skill, dedication and a great deal of hard work to cut and polish that diamond into something of great beauty and value. It's the same for us, we have natural talents, and abilities that if we cut and polish them properly, we will get a great reward from the hard work we put in.

Recognise your natural talents and abilities

As a business adviser, people come to me with a dream of starting their own business and often they succeed in the early stages but then the business starts to fall apart. There may be many reasons - lack of capital or marketing but more often it is because the person concerned doesn't do the basics right and make the most of their natural skills and talents. Winners recognise their talents and abilities and they ensure that they do all they can to profit from them. It is all too easy to stray away from the things that come easy to you and attempt to do something you are not supposed to be doing and which is not one of your natural strengths. Winners work to their strengths and make the most of them.

Simulate winning.

Neil Armstrong said “As a boy, I always dreamed I would do something important in aviation” That's a bit of an understatement; landing on the moon has to be the ultimate in aviation. He didn't just wake one morning and say “I think I'll fly to the moon today. He simulated that journey, landing and walking on the moon hundreds of times. He could see himself there, doing all that he had to do. He had landed on the moon dozens of times in his mind, on paper and in total simulation.

Winners see themselves winning. An Olympic Gold Medallist sees himself/herself on the winning rostrum time and again. They see themselves going through the winning line many times before they actually run the race. A slalom skier will stand at the top of the run, close their eyes and mentally go down the run meter by meter. The entire run is on their personal minds computer ready to follow through. Do you see yourself as a winner? Do you visualise running your business, the work you have to do, the changes you have to make? Do you see yourself on your own particular winning line?

We become what we think about most. How you see yourself will determine what you become. What an incredible thought? If I see myself failing or just being mediocre then that's where I am heading. If however I see myself as a winner, I may lose a few heats along the way but I will eventually win the race I have set out on. I see myself as a successful business adviser and motivational speaker, trainer and coach. When I stand up in front of a group I don't say to myself " I'll give an average performance today and some might benefit but most won't" Before I face my audience I see myself fully prepared, doing a great job and my audience enjoying every minute and benefiting from it. Then I go out and perform to that standard.

You are a winner.

You started out in life as one of nearly 50 million sperm. You swam through a chemical whose job was to wipe you and all the other little tadpoles out. You were then in a race against time and all the other survivors and you got to the egg first. You are a 50 million to one winner and you didn't even have to train for it. See yourself as a winner, believe in yourself and start to simulate winning - whatever your goals are.

Winners look beyond the winning line. The worlds fastest man doesn't focus on the winning line when he gets down on his blocks, he focuses beyond the winning line otherwise he may slow down one or two paces too soon and get beaten on the line. What is your winning line? Can you see it; are you able to focus on it? If so look beyond it and see yourself breaking through the line.

Have a burning desire; Purpose, faith and obsession.

Another story from South Africa illustrates perfectly the point I want to make. A young man was walking by a lake with Seventh Dan karate guru who was now in his eighties. The young man was his student and asked the guru how he could become like him. The old man took him into the lake and with all of his strength pushed the boy down under the water and held him there until he could feel him start to go limp. He then pulled him out of the water gasping and after some time when the boy had regained his breath he asked the guru why he had done that? The old man replied "When you want success in life as much as you wanted air to breathe just now, then you will become like me"

Lukewarm people with lukewarm dreams and lukewarm attitudes will never be winners. Either be hot or be cold about something but never lukewarm. If we do not have a burning desire about our business, if we don't have purpose, faith and an obsession about it, we can not expect our staff and our customers to have a desire to work for us or buy from us. I have as much desire faith and obsession today about the work I do as I did more than forty years ago when I started out; probably more because I now understand why passion is so important.

Dream big - recognise your talents and natural abilities – simulate winning – visualise success – look beyond the winning line – have a burning desire. These attributes are all keys to becoming a winner. Before we wrap up this subject, take time out now and consider how you can take these lessons to improve your performance

Reflections – Discussions - Questions

What are your natural talents and abilities: list them and ask yourself are you using them to best effect?

Visualise success: What do you think about most as far as your business is concerned; what is success for you? Why not take time out to write down your vision and what you will have to do to reach it.

Winning line: what is your winning line, what will you have to do to get beyond it?

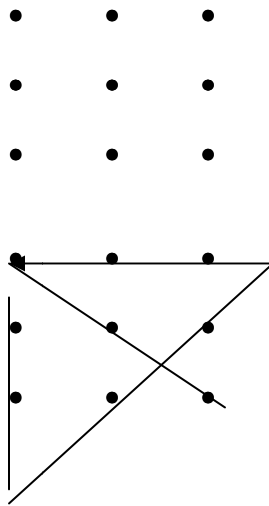
Burning desire: what is your burning desire, can you describe it, can you visualise it? Once you know, you can then write that desire down and plan how you are going to achieve it.

O.K, lets take a look at the final keys to becoming a winner.

Back in the beginning of the last century, two railroad workers were working on line maintenance out in the back of beyond in Canada. One day a single carriage train pulled up, the guard got off, put steps against the door and a finely dressed man came down onto the track, walked over to one of the workers, warmly shook him by the hand and then spent the next twenty minutes talking with him. Finally he shook him by the hand again, got back on the train and it steamed off. The other worker had observed the incident and asked his colleague who the guy was “That’s the President of the railroad” came the reply. “How come you know him?” he was asked. “He started at the same time as me in the same shed thirty years ago” “So how come he’s the President and you’re still working on the tracks?” “Attitude, I joined for 25 cents per hour, he joined to work and give his life to the company”

Winners work for the company and the good of the company before they work for the money the company pays. When we look after the company then the company will look after us. We should put our customers first as they pay the bills. Then we should put our employees second as they serve our customers. If we treat them right they will treat our customers right. This means we come behind our customers and our staff but we of course become a winner, we all do; it’s a win win situation.

Winners are flexible; they think outside the nine dots. What do I mean? Draw nine dots in three rows of three. Now join all nine dots with no more than four straight lines without taking your pen off the paper. You will find it impossible unless you start on one of the dots but draw outside of the confines of the nine dots.



Winners give outstanding service. Outstanding companies give outstanding service. My best friend Jim lives in Belfast and was one of the founders of a very successful company. One day he receives a call from a garage who asks if they can service their company cars. Jim pointed out that they already received a very good service from another garage who he named. The caller acknowledged that they were very good but asked if they could service just one of their cars to see the kind of service they offered. Jim agreed to have his car serviced by them and two weeks later took his car to the garage and picked up a courtesy car which was also offered by the other garage. In the evening when Jim picked up his car it has been washed, vacuumed on the inside and on the passenger seat is a free copy of the Belfast evening newspaper with the garage's compliments. Where do you think they get their cars serviced now and what did it cost the garage? Just a few pence for the paper and effort to go that extra mile.

Winners are quick to forgive and are slow to anger. Unforgiveness drags you down; it is like a millstone around your neck. An eminent American doctor, Charles T. Bingham claims, "Worry, fear and anger are the greatest disease causers" The Mayo Clinic in the States report they can only deal with 25% of patients that come to them with the instruments of science; the remaining 75% need to change their attitudes before they can get well. Forgiveness and being slow to anger are attitudes that will positively move you on rather than hold you back.

Winners are honest in their dealings. I realise that all of us have known or dealt with dishonest people who still seem to win but in the main, most dishonest people will eventually be found out and suffer the consequences. We have seen this with politicians, sportsmen and in business. When clients know that they are dealing with someone who goes out of their way to give **good service** and are **honest**, then not only will they stick with them but they will recommend them and bring them a great deal more business and eventual profit than the dishonest act would ever have done.

Winners are humble; they care for others before they care for themselves. The eleven most successful companies in the States in terms of sustained growth on the USA stock market were all run by humble Presidents who worked for the company and put others first. They were **focussed on the job in hand** and they were **brave**, but they were humble. There were others

who were brash and made a big noise about all they were doing or going to do and often they would quickly rise to the top but this would inevitably be followed by a fall, often sensationally as in Enron's case.

Reflections – Discussions - Questions

Work for the company. Are you and are your employees working first and foremost for the company, do you encourage your staff to have pride in the business and create an atmosphere of "We are a great company and we can only get better?"

Build a great business by doing the right things first. Ask yourself today, what we can do to improve the health of the business; because once it is healthy it will look after you?

Be flexible. How flexible are you, are you stuck in a rut? The only difference between a rut and a grave is the depth. Take a good hard long look at your business and yourself and ask yourself, "What am I/we doing that we need to change; what new opportunities are out there for us that we have not considered? What are our competitors doing, what are they not doing that we could do?"

Give great service. Are you giving the best service you could and do your customers tell you that. What else can you do, how can you be different; what can you do to surprise your customers and put yourself ahead of the competition?

Be quick to forgive, slow to anger. Don't allow anger and unforgiveness to drag you down, you will never be able to reach the potential you have in you if you allow these negatives to have any sort of control in your life. Only you know if these attitudes have a hold on you and only you can decide to get rid of these negative attitudes. What you are is what you eat we are told today. What you are is also what you think. Good health goes hand in hand with good attitudes.

Winners are honest. Is there any area of your life were you are "being economical with the truth" as one politician put it as an explanation for lying. What we sow is what we will reap; of we sow lies we will reap the fruit of lies when other are dishonest with us.

Winners are humble. They have a servant's attitude not an attitude of lording it over others. The more we serve others the more we will reap the rewards and our staff will work for us and the company and our clients will continue to buy from us and recommend us.

As I mentioned at the start of this programme, real success comes from having the right attitude rather than the right aptitude. Of course you need to have the skills to succeed but it is our attitude that determines our final altitude.

Winners are faithful:

They are faithful to family, friends, colleagues and customers. In today's world it is recognised in many quarters as being normal practice to be unfaithful, often in small everyday things but increasingly in major things as well.

Being faithful means being loyal, constant, conscientious and trustworthy; in an ideal world all transactions and promises would be based on being faithful, "I will do what I say I will do; my actions are the same as my words". That is the key, our actions should match or outperform our words, when they do, then those that we deal with, at work and at home will trust us and will want to do business with us.

Dream - Theme - Team.

A couple of years ago I read a book which was OK but not necessarily one I would recommend. One thing that really stuck in my mind however was the concept of dream, theme and team. The authors were suggesting that to be successful you first of all need a dream, a vision for your life. It must be something you can be passionate about and something that others can get behind. Having decided on your dream, you now need a theme. My dream might be to help as many people as possible to appreciate the importance of having the right attitude to become a winner and to teach and encourage as many people as possible how to succeed in business and in their lives. The theme will then be a series of training modules emailed direct to peoples PC's in their homes or offices and in a way that captures their imagination. But to be really successful, as well as having a dream and a theme I also need a team and the bigger the team the more chance there is of succeeding more quickly.

My team will include my internal team such as the person who assist me with my email system or my Web site and then there will be the external team. Often these are people I have known for years or they may be someone I only met last week. They are people who can help influence my business, open doors for me, give me advice, maybe a business mentor or an existing client who recommends me to others. It could well be suppliers who will know others I can deal with or other business owners who I can network with. The bigger my team the quicker my business will grow.

Clearly for all of us there are opportunities daily where we meet others who might not only do business with us but who will happily recommend us to others. I should continually be asking myself "who do I know who can help me and who do I know who I can help?" the more I help others the more I will receive help; what you sow is what you reap.

What is success?

Success is a journey, not a destination. It is continually growing towards your potential. Each of us should know what our purpose is, what we are destined to become.

"Where there is no hope for the future, there is no power for the present"

Success is working towards our full potential, learning from the past but not allowing the past to dictate our future.

Success is sowing seeds that benefit others

Success is self discipline; we are in charge of our own character and we should live by commitments and not moods. We should think before we speak, control our temper, make the

best use of our time, manage our money properly and maintain our health; the fitter we are the more energy we have.

Success is looking to grow and improve, being teachable, focus on self development and not self fulfilment. Never staying satisfied with current achievements, break out of our comfort zones.

Success is concentrating on a few major themes, things that we can be passionate about. It's about paying the price; personal and business growth takes time, it doesn't happen overnight. It is about ensuring that our learning leads to action.

Success is not guaranteed but if we follow the lessons learnt in the "How to be a Winner" programme then the chance of succeeding are increased significantly but it is no good knowing without doing.

We only have one life to live; it is not a rehearsal so start to live it now.

Two days ago I attended a conference and the speaker told us that she had been involved in a major research project performed by Gallup which had include 5000 UK companies. The question asked was "What do you look for in a leader you are inspired to follow?" The answers were as follows.

Ability to manage and engage people

- ❖ Listen – involve – trust me – appreciate me – have fun – care for me.

Their personal makeup

- ❖ Honest – open – respectful – committed – focussed – determined – courageous – humble – patient – vulnerable – energised – reflective – passionate – non-jargony – committed.

A novel outlook

- ❖ Looks laterally – bends rules – loves pressure – highly accessible – strong vision – customer obsessed.

When we compare this list of attributes with what we have shared together over this programme, we see that there are great similarities.

Reflections – Discussions - Questions

How faithful am I and others I work with? Remember faithful means being loyal, constant, conscientious and trustworthy

Do I have a dream, theme, team? How real is it and who should be on my team? The bigger the team the more chance of success.

Am I doing all I can to be a success based on the above ideologies?

If the people I deal with were part of the Gallup survey what would they say about me, how well would I score on the key points raised?

This would be a good time to reflect on all that we have covered in this programme. Ask yourself the question “Am I doing all I can to become a winner in my chosen field, if not what am I prepared to do about it?”

Remember, you are already a winner but there are greater rewards for those who seek to go beyond the norm. How desperate are you to win your own particular race? It is not about power or money or being famous, it's about identifying your dreams and doing all you can to achieve them.

Take a look at the goal setting programme; this will help you plan how you are going to succeed.

One of the services I offer companies is a personalised “Strategic Planning” programme where I work with management and key people to create the right strategy and to help make it happen. Part of this service is helping both individuals and the company to set realistic goals. If you feel that you might benefit from this service, phone or email me and we can arrange an initial meeting to discuss your needs.

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