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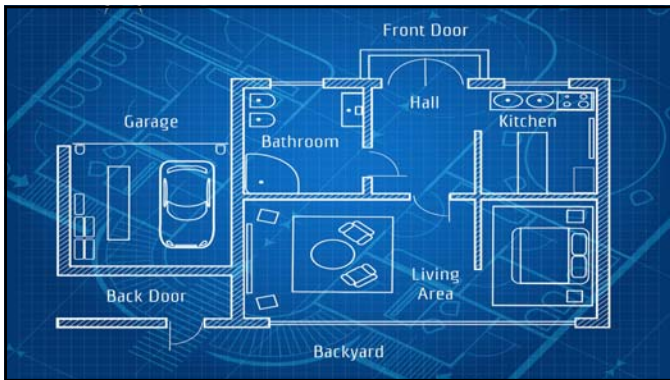
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**6 Human Needs:**

- 1. Certainty**
- 2. Uncertainty**
- 3. Connection**
- 4. Significance**
- 5. Grow**
- 6. Give**

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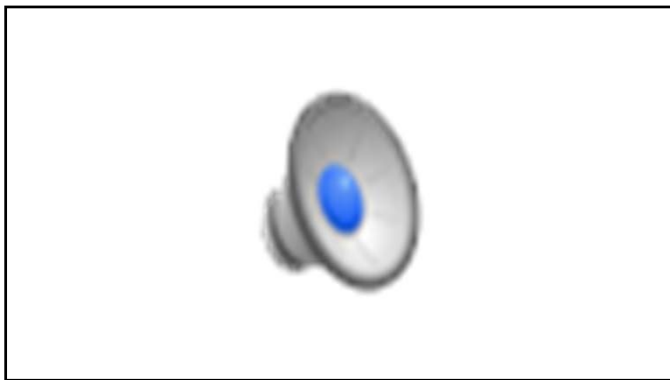
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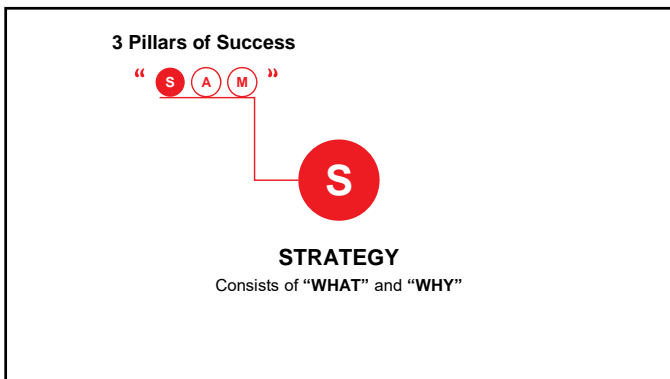
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*REASONS COME FIRST,  
ANSWERS COME AFTER*

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**3 Pillars of Success**

“ S A M ”



**ACTIVITY vs. ACCOMPLISHMENT**

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Lots of Activity... No Accomplishment



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3 Pillars of Success

“ S A M ”



**MINDSET**

- ▶ Mindset is the ability to take action and have an unstoppable mental attitude
- ▶ Share story of Bo Eason

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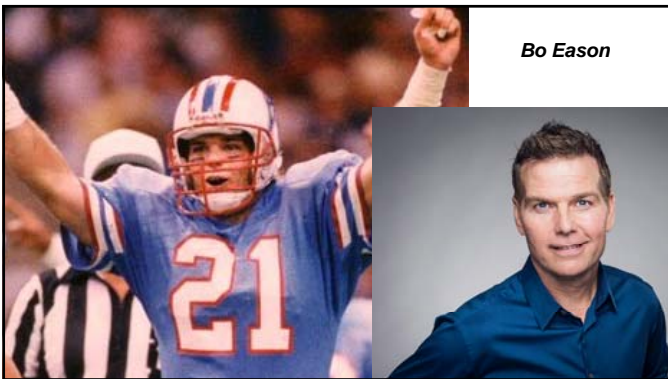
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EVERYTHING Jerry Rice Does Is A Living Expression Of Who He Is...

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**dancing**  
with the  
**stars**

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*"How You Do Anything Is How You Do Everything"* – T. Harv Eker




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**PERFORMANCE RATING**




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**The Following Describes a "1"**

- The People I Work For Have Difficult Personalities
- I Get Blamed For Anything That Goes Wrong
- I'm Expected To Always Be Available
- I'm Under Paid And Feel Unappreciated
- I'm Unorganized and the People I work for are unorganized

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**The Following Describes a "1"**

- I Have Papers Everywhere. My Boss Has to Keep Asking Me For The Same Thing Because I Have No System.
- I Have Notes Written On My Hands, Both Sides, I Have A Computer, A Day Planner, Notes In My Phone, Notes EVERYWHERE.
- I Have So Many To Do Lists, That I Have A To Do List That Tells Me Which To Do List To Start On First.
- That Picture Of The Girl With The Post It Notes Was Me
- I Cry On A Regular Basis Because of my Job

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**The Following Describes a "10"**

- I am consistent with my attitudes & actions every single day
- I'm always mentally prepared for the challenges that lie ahead
- I am so focused that I never let distractions get in the way
- Every year I win the Project Manager of the Year Award
- AND... I was just called into the office YESTERDAY because my company wants to interview me for a book they're writing titled, How To Become The Best Project Manager On The Planet.

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**2** TYPES  
— OF —  
BELIEF

**1. LIMITING**

Stop you from taking action, and  
stop your people from taking action

*Vocabulary used for this type of belief is  
"I can't" or "we can't" or "we've never done that  
before" or "this is how I did it at ....."*

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**2** TYPES  
— OF —  
BELIEF

**2. EMPOWERING  
BELIEFS**

Story of  
Roger Bannister



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*Roger Bannister*

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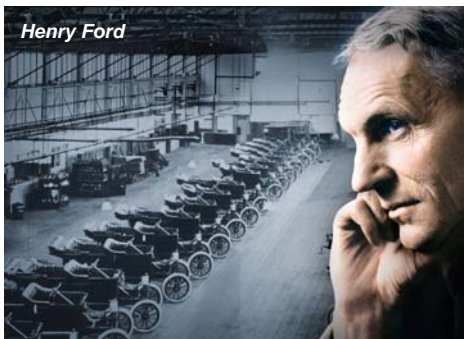
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*Henry Ford*

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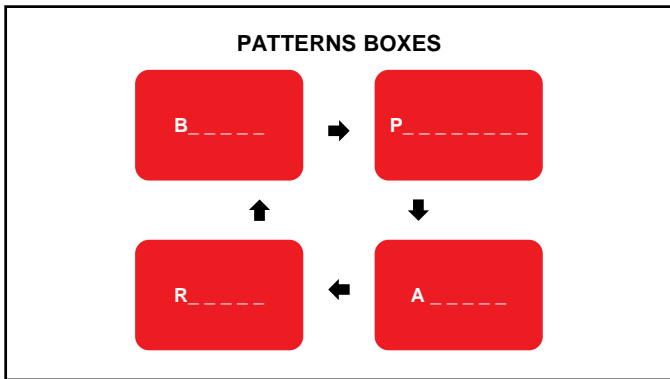
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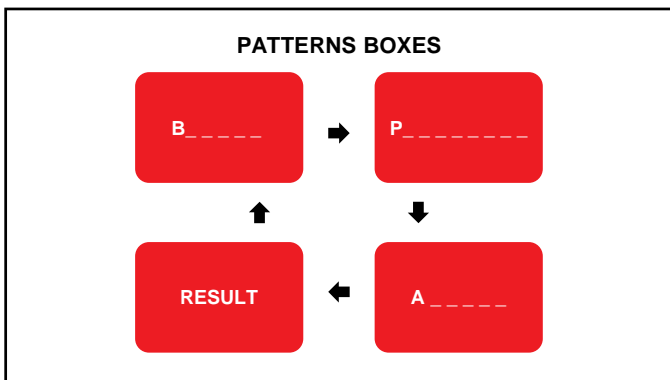
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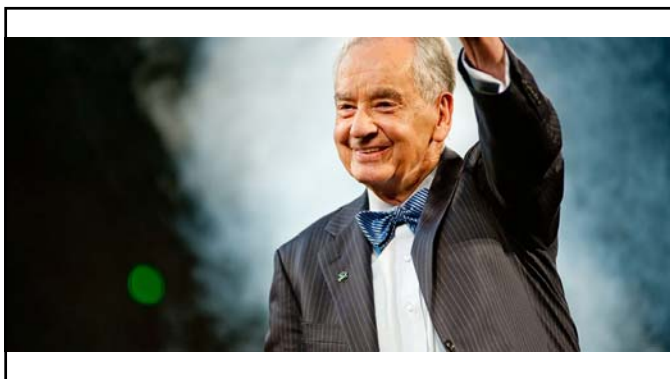
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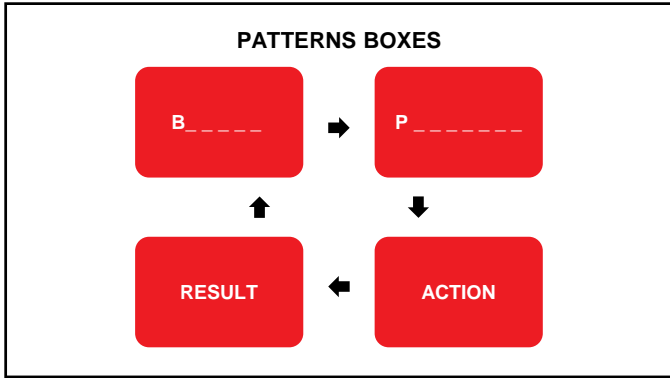
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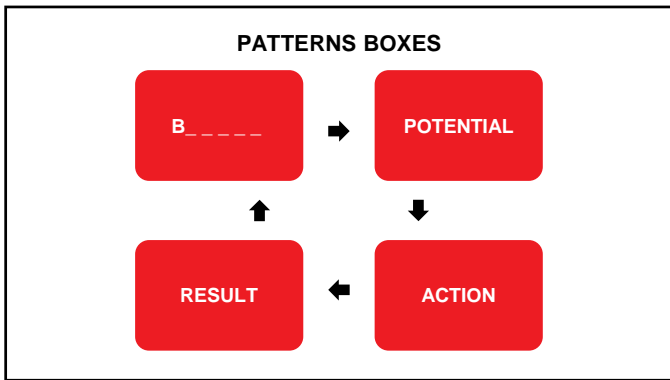
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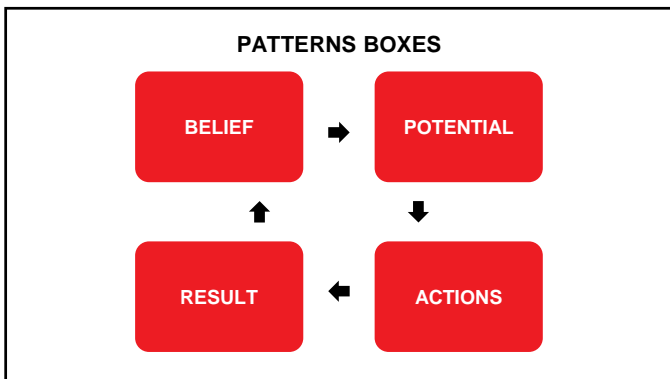
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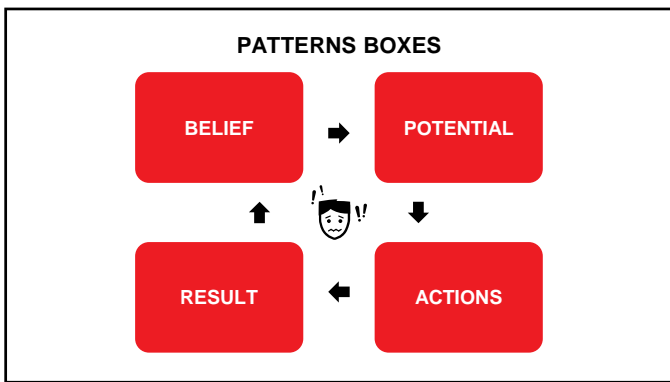
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