

Take A Look To Your Left, Take A Look To Your Right – Chris Miller

I. *Who Are You and Why Are You Here?*

- A. Who decided you should be here?
- B. Do you have a purpose in being here?
- C. Is it because you want to be a part of something that is bigger than you are?

II. Let's Say you want to be on a Winning Team.

- A. What is a TEAM? Is it a group of people bonded together by a common goal and objective, committed to doing the best they can with what they've got for the good of the common cause by sharing and accepting mutual support?
- B. Veterans vs Rookies see things in very different ways.
- C. How do you effect the team? What is the legacy you will leave behind?

III. *Winning* isn't normal ... but *Success* is. Vince Lombardi: "Winning isn't everything, it's the only thing!" He was talking about success, not taking 1st Place.

- A. Only one winner for 1st Place or a raffle. Are the rest of us "Losers"?
- B. Winning is just bragging rights. Why keep trying?
- C. We want to be successful. What is "Success"? Excellence? Quality?

IV. A Study of Successful People

- A. Describe Developing Talent in Young People, Benjamin S. Bloom (1985).
- B. Three Ingredients To Success:
 - 1. Natural Talent
 - 2. Environment
 - 3. Personal Motivation and Drive – "You Gotta Wanna!"

V. The 80% Theory: 80% of the people will do 80% of what they are expected to do 80% of the time.

- A. If Normal is 80%, is Abnormal 81% Abnormal? If 80% is Ordinary, is 90% Extraordinary?
- B. It doesn't take much to be better than average.
- C. Don't be afraid to be different.

VI. Those Who Do What They Must Do, When They Must Do It, Are Able To Do What They Want To Do, When They Want To Do It. (--Denis Waitley?)

- A. Be able to say it, be driven to do it.
- B. You can do anything you want if you want it bad enough.

VII. The Common Denominator of Success, Albert E.M. Gray (1930's)

- A. Genetics vs Habits.
- B. The Habit of doing things that "failures" don't like to do.
- C. 21 days to create a habit.
- D. Habits are driven by your "Purpose in life."
- E. Needs are logical vs wants and desires are sentimental and emotional.
- F. Your "purpose in life" has to be emotionally driven.

VIII. Three Priorities For Success:

- A. Your Personal Health.
- B. Your Family.
- C. Your Purpose – Then, Everything Else.

IX. Successful People Surround Themselves With Successful People.

- A. US President, CEO's, musicians, athletes, scholars, classmates, family.
- B. They have what you need: Habits - Knowledge - Experience - Support.
- C. You want to "exchange" with them.

X. Six Principles For Success With People Around You, Dale Carnegie (1936).

- A. Become genuinely interested in other people.
- B. Smile.
- C. Remember that a person's name is to that person the sweetest and most important sound in any language.
- D. Be a good listener. Encourage others to talk about themselves.
- E. Talk in terms of the other person's interests.
- F. Make the other person feel important – *and do it sincerely*.

XI. P.R.I.D.E.

- A. Power
- B. Respect
- C. Intensity
- D. Determination
- E. Excellence

XII. Take A Look To Your Left. Take A Look To Your Right.

- A. What do you see?
- B. Are you a part of it?
- C. Is it bigger than you?

"We are what we repeatedly do. Excellence, then, is not an act, but a habit."

-- Aristotle or Will Durant or Kermit The Frog