

Believe Your Dreams

Presented By:

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Believe Your Dreams

- **Areas of Excellence**
- **Responsible**
- **Discipline**
- **Service**
- **Success**
- **Positive Energy**
- **Innovation**
- **Goals**

Areas of Excellence

- “Man was not born to work for a living, but to live his making. And in living his making he will make his living.” - Les Brown
- You don't have to be great to get started but, you have to get started to be great.
- It is in the moment of decision that our destiny is shaped
- People don't care how much you know, until they know how much you care.
- Identify and implement best practices to exceed customer expectations.
- Do it RIGHT; Do it NOW.
- Consistently follow through, deliver results and exceed goals.

Responsible

- Respond To your Ability
- “ U.S.P.” - Unique Selling Proposition
- “People form habits and habits form futures”
- You got to put forth the effort. You work for eight hours a day. After that you must work on success.
- When you can't work on your labor of love you work on your own personal development.
- Absorb information READERS ARE LEADERS

Discipline

- The where withal to do what you have to do when you know you have to do it whether you want to or not.
- You can't teach what you don't KNOW.....you can't lead where you don't GO.
- If you want to keep on getting what you're getting....keep on doing what you are doing
- If you want something you've never had....you've got to do something you have never done.
- Practice does not make perfect..... *perfect* practice makes perfect

Service

- The price you pay for the space that you occupy... anybody can serve
- If it is to be, it is up to me.
- Love what you do so much, that you will do it for free. And do what you do so well that people will be willing to pay you for it.
- $(Q + Q + P + P) MA = C$
- Quality + Quantity + Production + Proficiency X's Mental Attitude = Compensation
- You must be flexible, adoptable, versatile.

Success

- Nothing more than a statistical event
- Fail your way to success
- Never an accident... it is the result of high intention, sincere effort, intelligent direction and skillful execution.
- Most people are volunteer victims.
- Some may say it is not going to be easy, it's going to be hard....Then Do IT HARD!!
- “Start where you are with what you have, knowing where you are with what you have is plenty enough”. – Booker T. Washington.
- LEAP.... And grow your wings on the way down.
- Education gets you a good job...but success gives you a great life.
- You don't get in life what you want... you get in life what you are. Program yourself to Success.

Positive Energy

- Be present and in the “now”
- Maintain perspective with a hopeful, confident and optimistic attitude
- Contribute to a positive, upbeat and purposeful environment
- Focus on “how” you can rather than “why” we can’t.

Innovation

- Recognize and celebrate innovation and breakthroughs
- Challenge the status quo – imagine what might be
- Anticipate and respond to unmet customer needs
- Be open to bold ideas and the value of continuous improvement.

Goals

- Have to be believable, conceivable, achievable, and measurable.
- Most people die at age 21 and are not buried until age 65....no goals.
- Self-Awareness, Self-Commitment, Self-Approval, and Self-fulfillment.
- Know what you want to DO, HAVE, and BECOME.
- Make it your **goal** to find a **goal**.
- In order to be something you've never been, you have to do something you've never done.