

How to Determine Your Success: Start with Your Why



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SCORE
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Introduction and Acknowledgements



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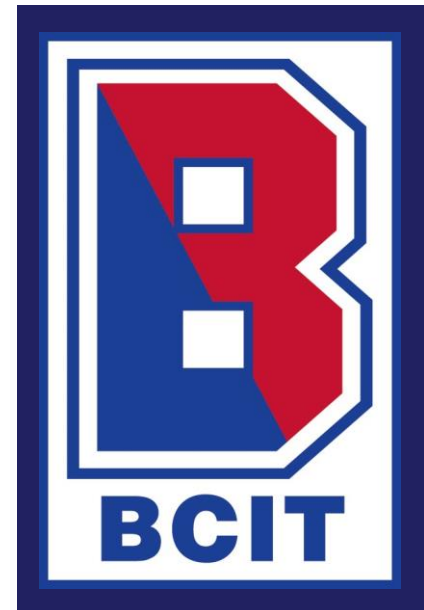
WHY DO WE GET UP
IN THE MORNING?
WHO IS
OUR
CUSTOMER?
Meaning
Purpose
Energy

Three Drivers in Each Person's Life



- Autonomy
- Meaning
- Mastery

Dr. Martin Seligman: Positive Psychology: Being pulled by the future



Positivity
Engagement
Relationships
Meaning
Achievement
Vitality

John Wooden Pyramid of Success



WOODEN ON LEADERSHIP™

THE ART OF SUCCESS

PYRAMID OF SUCCESS

"Success is peace of mind which is a direct result of self-satisfaction in knowing you made the effort to become the best of which you are capable."

John Wooden, Head Coach

SUCCESS

Success is not a destination, it is a journey.

"Failure to prepare is preparing to fail"
"Don't mistake activity for achievement."

ACHIEVEMENT

True success comes only to an individual by self-satisfaction in knowing that you gave everything to become the very best that you are capable of.



12 LESSONS IN LEADERSHIP

1. Good Values Attract Good People
2. Love Is The Most Powerful Four-Letter Word
3. Call Yourself A Teacher
4. Emotion Is Your Enemy
5. It Takes 10 Hands To Make A Basket
6. Little Things Make Big Things Happen
7. Make Each Day Your Masterpiece
8. The Carrot Is Mightier Than A Stick
9. Make Greatness Attainable By All
10. Seek Significant Change
11. Don't Look At The Scoreboard
12. Adversity Is Your Asset

Focus on our Strengths and Challenges: Maxwell

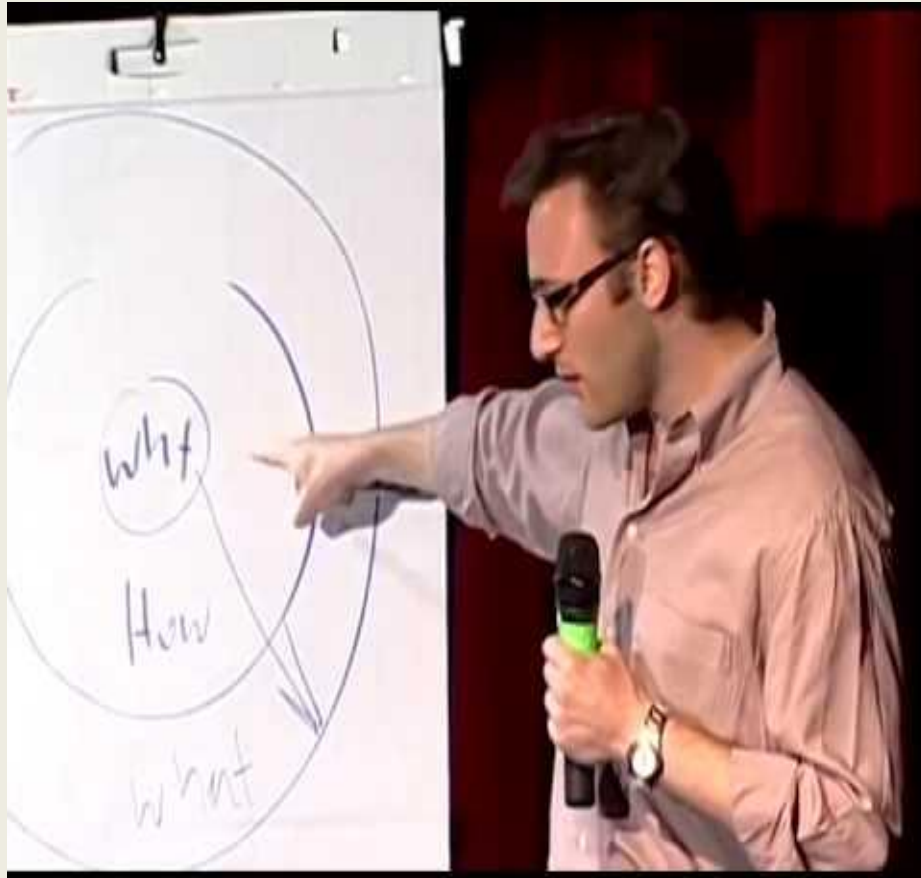


Focus 70% on strengths
Focus 25% on new things
Focus 5% on areas of weakness



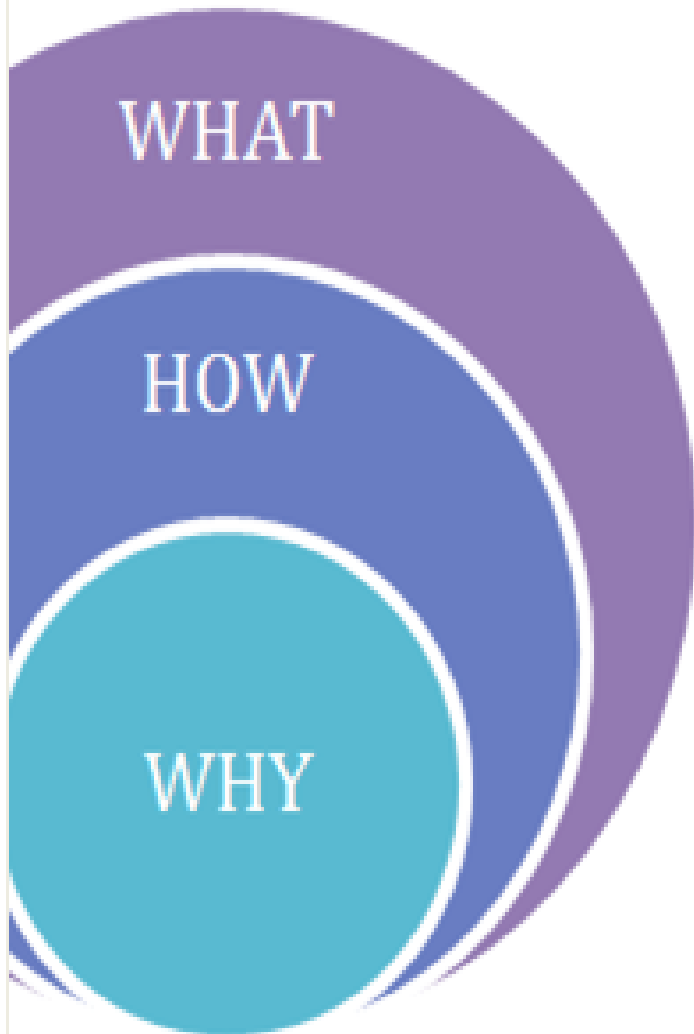
SIMON
SINEK'S
MESSAGE
AND THE
GOLDEN
CIRCLE

Simon Sinek



[Start with Why TED Talk: How Great Leaders Inspire Action](#)

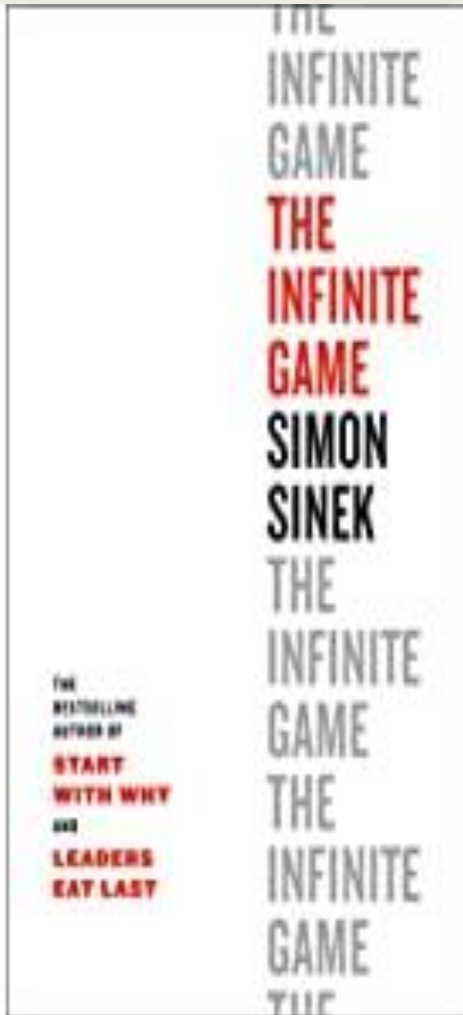
SIMON SINEK'S GOLDEN CIRCLE – WHY?



- **What** = Tangible proof, results: tangible ways in which one brings the Why to life
- **How** = Guiding principles: specific actions that are taken to realize the Why
- **Why** = Purpose, cause or belief: the driving motivation for action.

The Infinite Game of Leadership

Simon Sinek



[Finite Thinking vs Infinite Mindset](#)

What are 3 Characteristics of Infinite Games



An infinite game is defined as:

1. **known and unknown players**
2. **the rules are changeable**
3. **the objective is not to win**—the objective is to keep playing, keep perpetuating the game and evolving and pushing to better relative one's own metrics and not others.

If you constantly shift to play another's game or to follow others, one loses the "Why"

A.L. Williams



You beat 50 percent of the people in America by working hard.

You beat another 40 percent by being a person of honesty and integrity and standing for something.

The last 10 percent is a dogfight in the free enterprise system.



Leadership Sparks

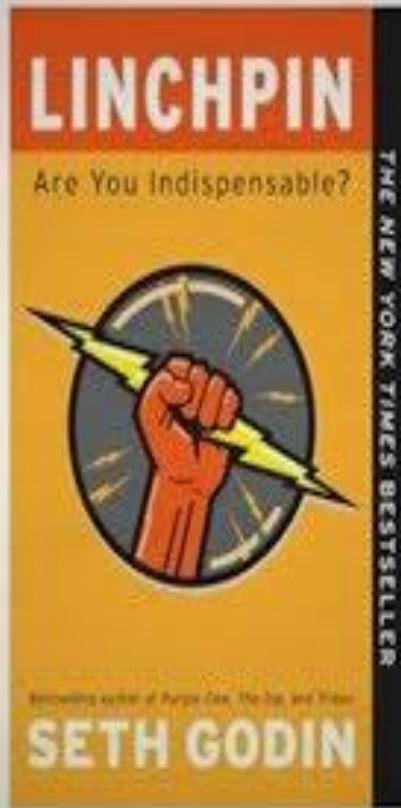
with your host
Dr. Christopher Nagy

[Dr. Nagy Leadership Spark Series
on Youtube Vol. 48 Thinking
Outside of the Box](#)

CREATE ART



KILL THE LIZARD



GIVE GIFTS



DO THE WORK



Seth Godin
Book:
Linchpin

**The Need to
Become
Indispensable**

Elon Musk: 5 Keys to Success and what Leaders Do



1. Do things that are useful for the world
2. Contribute to society
3. Read a lot
4. Speak to people - Ask questions
5. Try to learn a little about a lot of things



[Lebron James on Team work](#)

Bill Russell



The most important measure of how good a game I played was how much better I'd made my teammates play.

A photograph of Mark Sanborn, a man in a dark suit and light-colored tie, speaking at a podium. He is gesturing with his hands. The background is dark with some blue lighting.

4 C'S OF A GREAT TEAM MEMBER

MARK SANBORN
cor. crft[®]



Mark
Sanborn:
4 C's
Commitment
Communication
Cooperation
Contribution



Are we rowing
in the same
direction and
together?

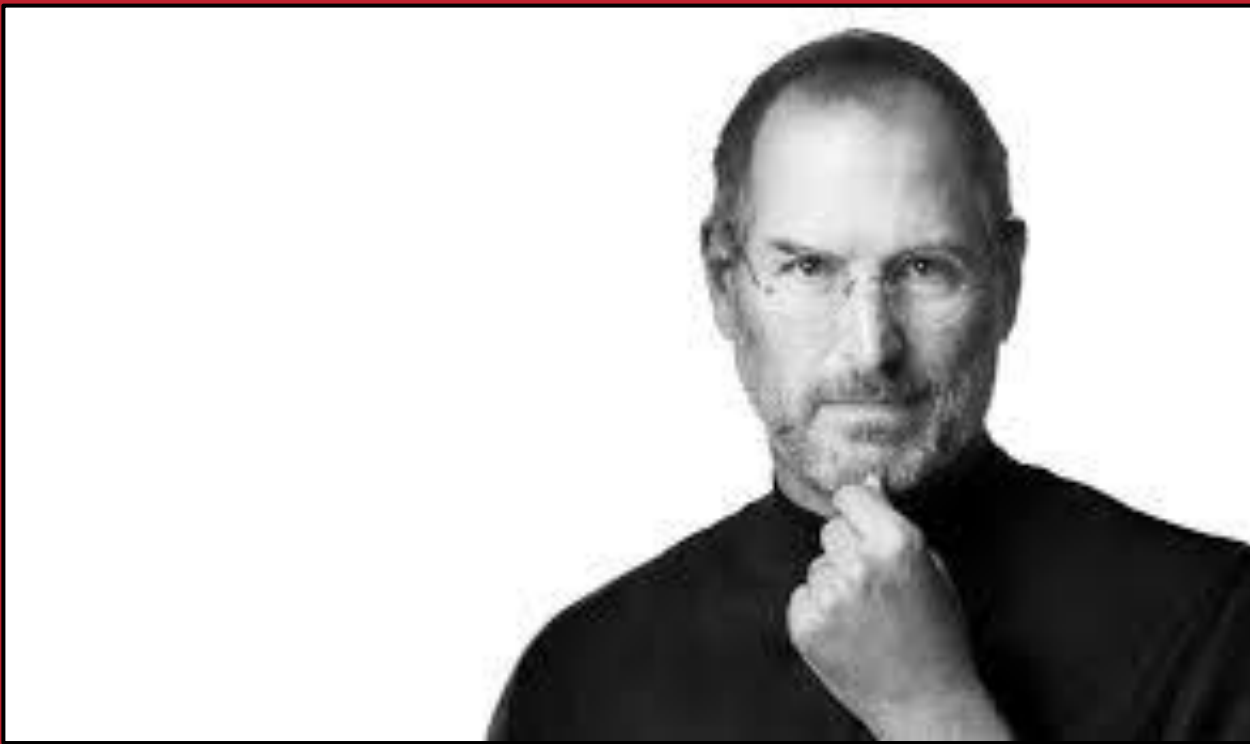
Based on Book:
The Boys in the
Boat

5 Practices and 10 Commitments: Kouzes and Posner

Here are the commitments mapped to the practices:

Practices	Commitments
<i>Model the Way</i>	<ol style="list-style-type: none"> 1. Find your voice by clarifying your personal values. 2. Set the example by aligning actions with shared values.
<i>Inspire a Shared Vision</i>	<ol style="list-style-type: none"> 3. Envision the future by imagining exciting and ennobling activities. 4. Enlist others in a common vision by appealing to shared aspirations.
<i>Challenge the Process</i>	<ol style="list-style-type: none"> 5. Search for opportunities by seeking innovative ways to change, grow and improve. 6. Experiment and take risks by constantly generating small wins and learning from mistakes.
<i>Enable Others to Act</i>	<ol style="list-style-type: none"> 7. Foster collaboration by promoting cooperative goals and building trust. 8. Strengthen others by sharing power and discretion.
<i>Encourage the Heart</i>	<ol style="list-style-type: none"> 9. Recognize contributions by showing appreciation for individual excellence. 10. Celebrate the values and victories by creating a spirit of community.





“The total (of the four Beatles) was greater than the sum of its parts. Great things in business are not done by one person, they are done by a team of people.”

Steve Jobs

Jon Gordon and Damon West



WALL STREET JOURNAL BESTSELLER

an illustrated fable

THE
**COFFEE
BEAN**



A Simple Lesson to Create Positive Change

JON GORDON DAMON WEST

Bestselling author of *The Energy Bus*

Author of *The Change Agent*

Time for a Reset?

Are you a Carrot?

Are you an Egg?

Are you a Coffee Bean?

COACHING GIVES ONE A CHANCE TO BE SUCCESSFUL AS WELL AS SIGNIFICANT. THE DIFFERENCE BETWEEN THOSE TWO IS THAT WHEN YOU DIE, YOUR SUCCESS COMES TO AN END. WHEN YOU ARE SIGNIFICANT, YOU CONTINUE TO HELP OTHERS BE SUCCESSFUL LONG AFTER YOU ARE GONE. SIGNIFICANCE LASTS MANY LIFETIMES. THAT IS WHY PEOPLE TEACH, WHY PEOPLE LEAD, AND WHY PEOPLE COACH.

-Lou
Holtz



Thank you!
Inspire, Lead and Deliver



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