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Achieving Growth by Taking Massive **ACTion**

LEADERSHIP
Mindset

ACT
Now

SMARTER
Goals

TAKING
Action

Leadership Mindset

Personal Philosophy

- Mission
- Vision
- Values
- Beliefs



Leadership Mindset

Mission Statement:

Should reflect what you do each day to reach the end result that you would like to see

Vision

Values

Beliefs

Leadership Mindset

Questions:

1. What is important to you?
2. Where do you want to go in life?
3. What does your “best life” look like?
4. How do you want to act?
5. What do you enjoy so much that you can't live without it in your life?
6. Who might benefit from your actions?

Leadership Mindset

List of Values

Abundance	Care	Deference	Exuberance	Industry	Open-mindedness
Acceptance	Carefulness	Delight	Fairness	Influence	Openness
Accessibility	Celebrity	Dependability	Faith	Ingenuity	Optimism
Accomplishment	Certainty	Depth	Fame	Inquisitiveness	Order
Accountability	Challenge	Desire	Family	Insightfulness	Organization
Accuracy	Change	Determination	Fascination	Inspiration	Originality
Achievement	Charity	Devotion	Fashion	Integrity	Outdoors
Acknowledgement	Charm	Devoutness	Fearlessness	Intellect	Outlandishness
Activeness	Chastity	Dexterity	Ferocity	Intelligence	Outrageousness
Adaptability	Cheerfulness	Dignity	Fierceness	Intensity	Partnership
Adoration	Clarity	Diligence	Financial Independence	Intimacy	Patience
Adroitness	Cleanliness	Direction	Firmness	Introspection	Passion
Advancement	Clear-mindedness	Directness	Fitness	Introversion	Peace
Adventure	Cleverness	Discipline	Flexibility	Intuition	Perceptiveness
Affection	Closeness	Discovery	Flow	Intuitiveness	Perfection
Affluence	Comfort	Discretion	Fluency	Inventiveness	Perkiness
Aggressiveness	Commitment	Diversity	Focus	Investing	Perseverance
Agility	Community	Dominance	Fortitude	Involvement	Persistence
Alertness	Compassion	Dreaming	Frankness	Joy	Persuasiveness
Altruism	Competence	Drive	Freedom	Judiciousness	Philanthropy
Amazement	Competition	Duty	Friendliness	Justice	Piety
Ambition	Completion	Dynamism	Friendship	Kindness	Playfulness
Amusement	Composure	Eagerness	Frugality	Knowledge	Pleasantness
Anticipation	Confidence	Ease	Fun	Leadership	Pleasure
Appreciation	Conformity	Economy	Gallantry	Learning	Poise
Approachability	Congruency	Ecstasy	Generosity	Liberation	Polish
Approval	Connection	Education	Gentility	Liberty	Popularity
Art	Consciousness	Effectiveness	Giving	Lightness	Potency
Articulacy	Conservation	Efficiency	Grace	Liveliness	Power
Artistry	Consistency	Elation	Gratitude	Logic	Practicality
Assertiveness	Contentment	Elegance	Gregariousness	Longevity	Pragmatism
Assurance	Continuity	Empathy	Guidance	Love	Precision
Attentiveness	Contribution	Encouragement	Happiness	Loyalty	Preparedness
Attractiveness	Control	Endurance	Harmony	Majesty	Presence
Audacity	Conviction	Energy	Health	Making a difference	Pride
Availability	Conviviality	Enjoyment	Heart	Marriage	Privacy
Awareness	Coolness	Entertainment	Helpfulness	Mastery	Proactivity
Awe	Cooperation	Enthusiasm	Heroism	Maturity	Professionalism
Balance	Cordiality	Environmentalism	Holiness	Meaning	Prosperity
Beauty	Correctness	Ethics	Honesty	Meekness	Prudence
Being the best	Country	Euphoria	Honor	Mellowness	Punctuality
Belonging	Courage	Excellence	Hopefulness	Meticulousness	Purity
Benevolence	Courtesy	Excitement	Hospitality	Mindfulness	Rationality
Bliss	Craftiness	Exhilaration	Humility	Modesty	Realism
Boldness	Creativity	Expectancy	Humor	Motivation	Reason
Bravery	Credibility	Experience	Hygiene	Mysteriousness	Reasonableness
Brilliance	Cunning	Expertise	Imagination	Nature	Recognition
Buoyancy	Curiosity	Exploration	Impact	Neatness	Recreation
Calmness	Daring	Expressiveness	Impartiality	Nerve	Refinement
Camaraderie	Decisiveness	Extravagance	Independence	Non-conformity	Reflection
Candor	Decorum	Extroversion	Individuality	Obedience	Relaxation
Capability					Reliability
					Relief

Leadership Mindset

Defining Leadership

Visualize and describe a leader.

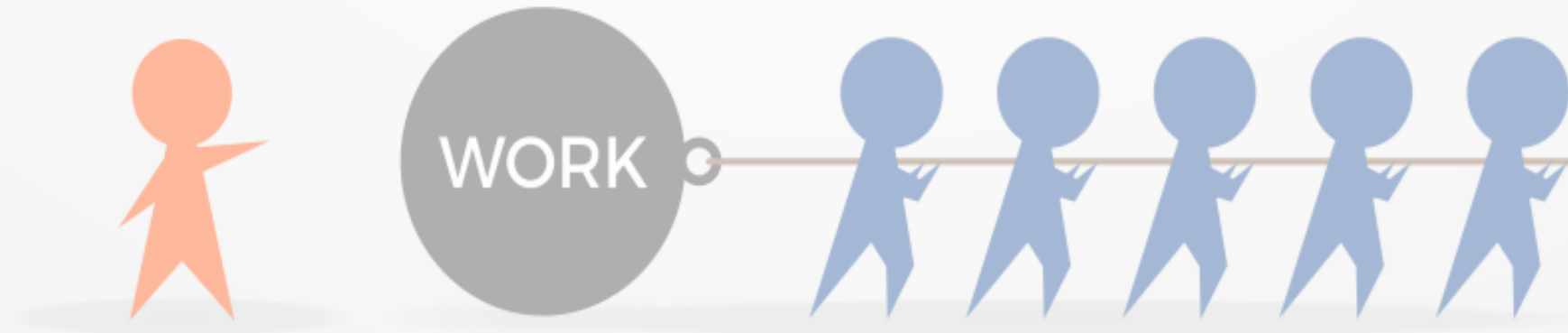
What words would you use to define that leader.

LEADER



Leadership vs Management

MANAGER



A photograph of a small, striped kitten standing on a dark, reflective surface. The kitten is looking directly at the camera. Its reflection is clearly visible in the surface below it. The background is slightly blurred, showing a light-colored floor and a dark baseboard. A blue curved shape is visible in the bottom right corner of the image.

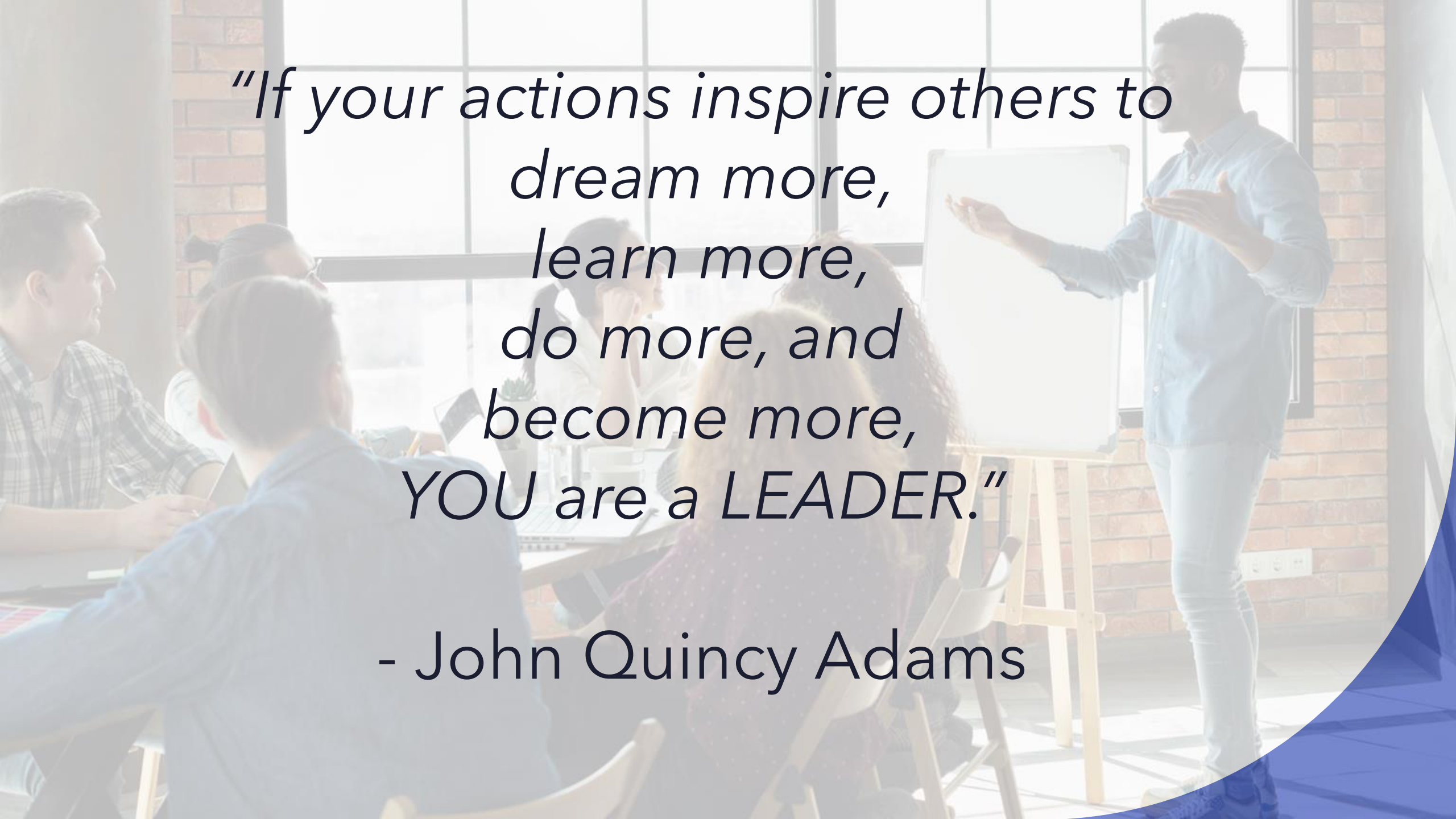
Do you **believe** that you are a leader?

Challenges Leaders Face

- Fear
- Self-Doubt
- "Ignore it"
- Unwilling to adapt and innovate ("Riding it Out")

Characteristics of Successful Leaders

- Acknowledge the Fear – do it anyway
- Look beyond “self” – lean into the team’s strengths instead of your weaknesses
- “Face it” – establish a vision and take action
- Willing to adapt and innovate – taking bold action and calculated risks to gain momentum

A man in a light blue shirt stands on the right, gesturing towards a whiteboard. He is addressing a group of people seated at a long table on the left. The room has large windows and a brick wall. The scene is overlaid with a semi-transparent blue filter.

*"If your actions inspire others to
dream more,
learn more,
do more, and
become more,
YOU are a LEADER."*

- John Quincy Adams

Shifting Your Mindset for Opportunity

Fixed and Growth Mindset

Doing More With Less

Increasing responsibilities

Dealing with emotions and stress related to being asked to do more, even if you don't hold a leadership title

Leveraging Opportunities

Looking at the greater responsibilities from a "growth" mindset

Build skills to use anywhere

Shifting Your Mindset During Times of Change

*"The secret to change
is to focus all of your energy,
not on fighting the old,
but on building the new."*

-Socrates

ACT Now!

Progress Requires Strategy

- *Assess* where you are today
How are you currently leading others?
Over the next 90 days, what can you do in your personal or professional life to develop your leadership skills?

Activity...



ACT Now!

Progress Requires Strategy

Commit to a plan of action over 90 days

Goal Setting

Activity...

Goal-Setting

**"I want my practice to generate \$1million
this year"**



SMARTER GOALS

SMARTER GOALS

Specific



SMARTER GOALS

Measurable



SMARTEAR GOALS

Attainable



SMARTEAR GOALS

Realistic



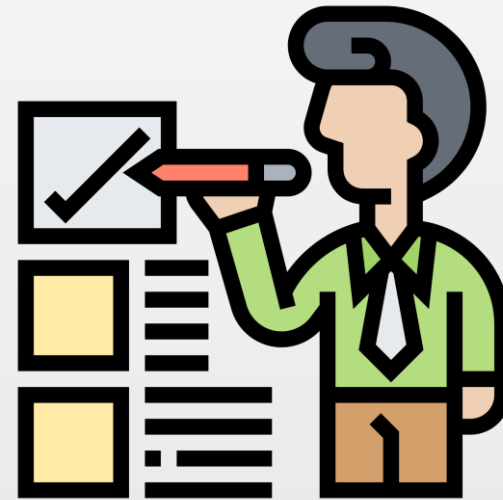
SMARTER GOALS

Time-bound



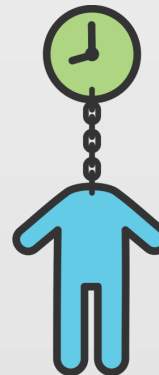
SMARTER GOALS

Evaluate



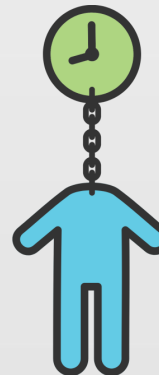
SMARTER GOALS

Accountability



SMARTEAR GOALS

Reward



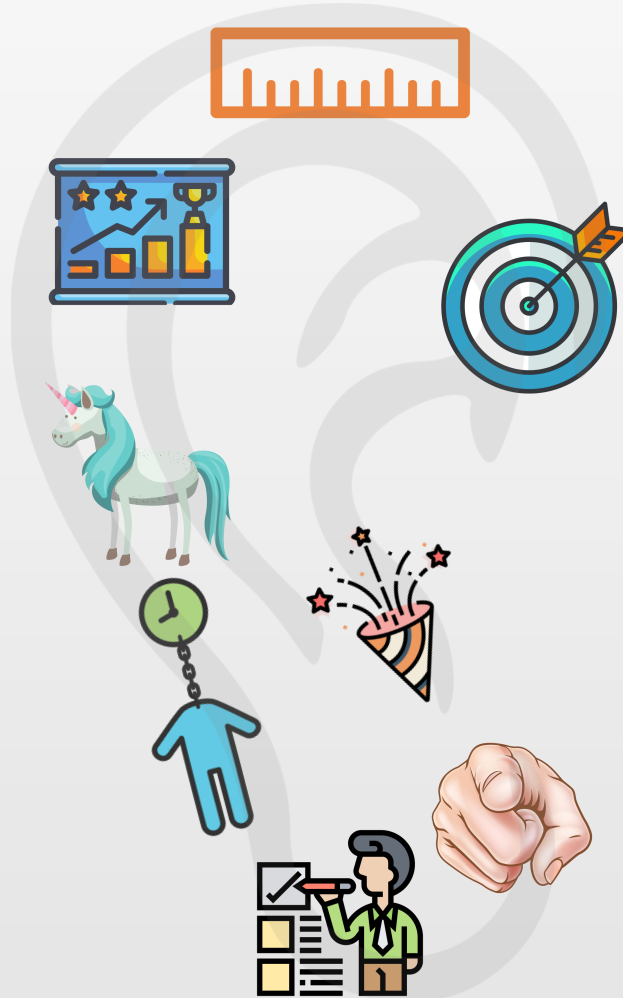
SMARTEAR GOALS

Specific
Measurable
Attainable
Relevant
Time-Bound
Evaluate
Accountability
Reward



SMARTEAR GOALS

Specific
Measurable
Attainable
Relevant
Time-Bound
Evaluate
Accountability
Reward



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Goal-Setting

**“I want my practice to generate \$1million
this year”**



Goal-Setting

"I want to grow my \$500k practice to \$1m by the December of 2022 by increasing my database mining, with quarterly checks and bonus the team when we hit our goal!"



Taking ACTION



Progress Requires Strategy

- ASSESS where you are today
Personal Philosophy
Review beliefs and reframe those that are limiting
- COMMIT to a plan of action over 12 months
Goal Setting
- TRANSFORM your life through ACTION
Commitment
Accountability

Taking Action Best Practices



- ✓ Kick fear to the curb
- ✓ Have a flexible plan
- ✓ Expect setbacks
- ✓ Stay in the present
- ✓ Create accountability
- ✓ Schedule time for your goals and activities
- ✓ Don't make excuses
- ✓ Implement a system like ACT Now for a "rinse and repeat" process

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