

Time Traps

Taking Action

- Your Success Network



TIME TRAPS V. TIME TRANSFORMATION

- TAKING ACTION

- – YOUR SUCCESS NETWORK

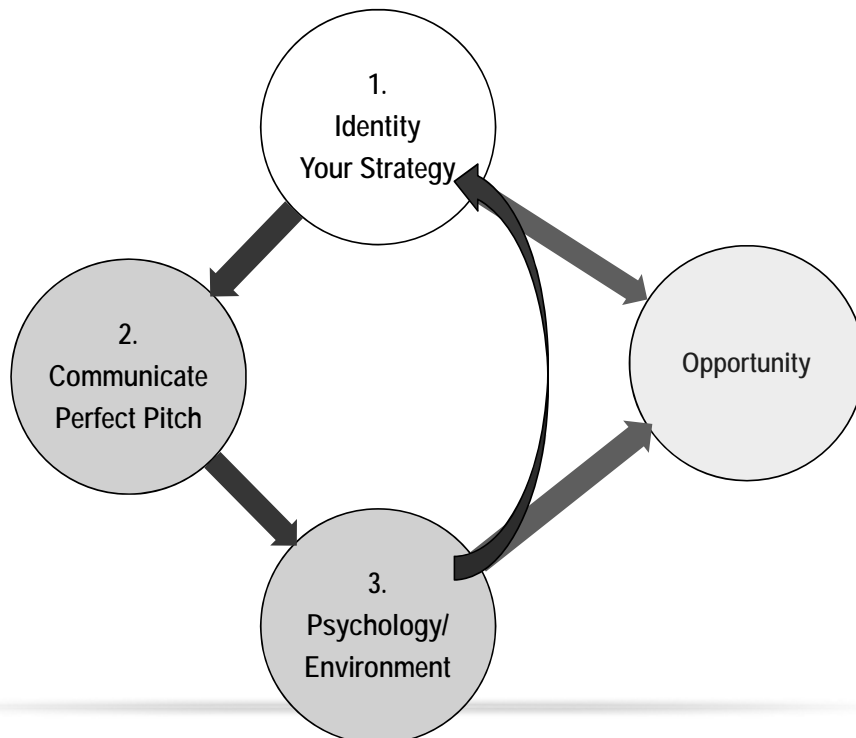
1. Your success network
 1. Identity – Strategy
 2. Communicate – perfect pitch
 3. Psychology – environment
2. Getting started
 1. Should vs. Must
 2. Fear of rejection

Your Success Network

- Identity (S)
 - Who are you?
 - Need better info
 - Focus, filter, do
- Communicate - Perfect pitch
 - Communicate clearly
 - Filter and connect
- Psychology - Environment (E)
 - Support
 - Comfort zone
 - Attitude



THE BIG CHALLENGE - TAKING ACTION – YOUR SUCCESS FRAMEWORK



1. Identity

1. Identity - Mission & Passion

- 1.1. Career transitions
 - i. Identity cards
- 1.2. Secrets to fast results
 - i. Thoughts, emotions, actions
 - ii. How to bend time without deadlines

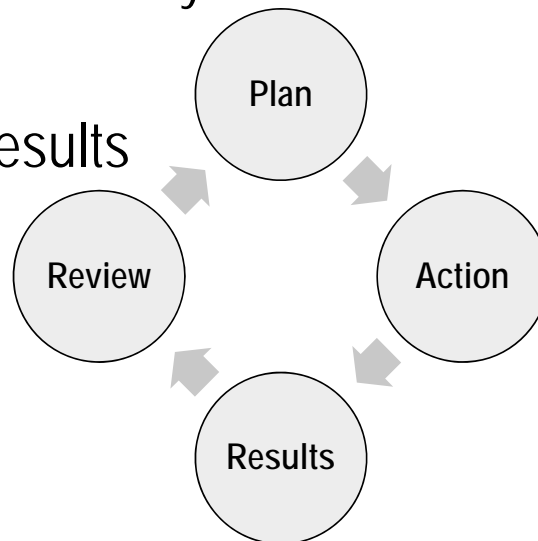


1. Identity

- Mission & Passion

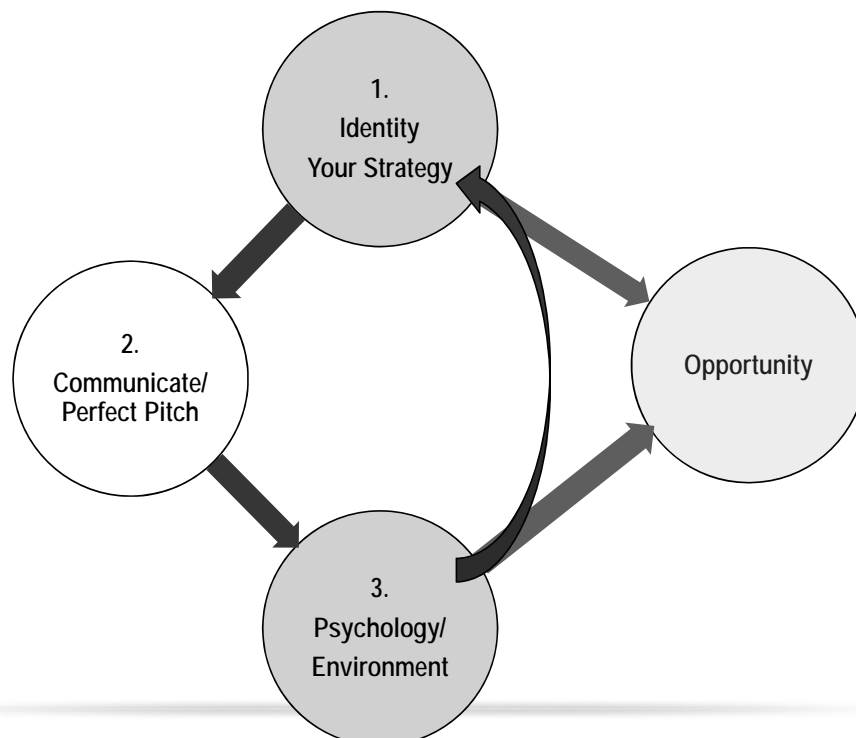
1.4. How do you really know what you are committed to?

i. Look at actions and results



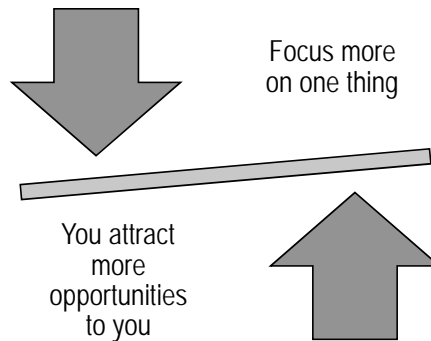
ii. BIG IDEA – MASSIVE ACTION CIRCLE

THE BIG CHALLENGE - TAKING ACTION – YOUR SUCCESS FRAMEWORK



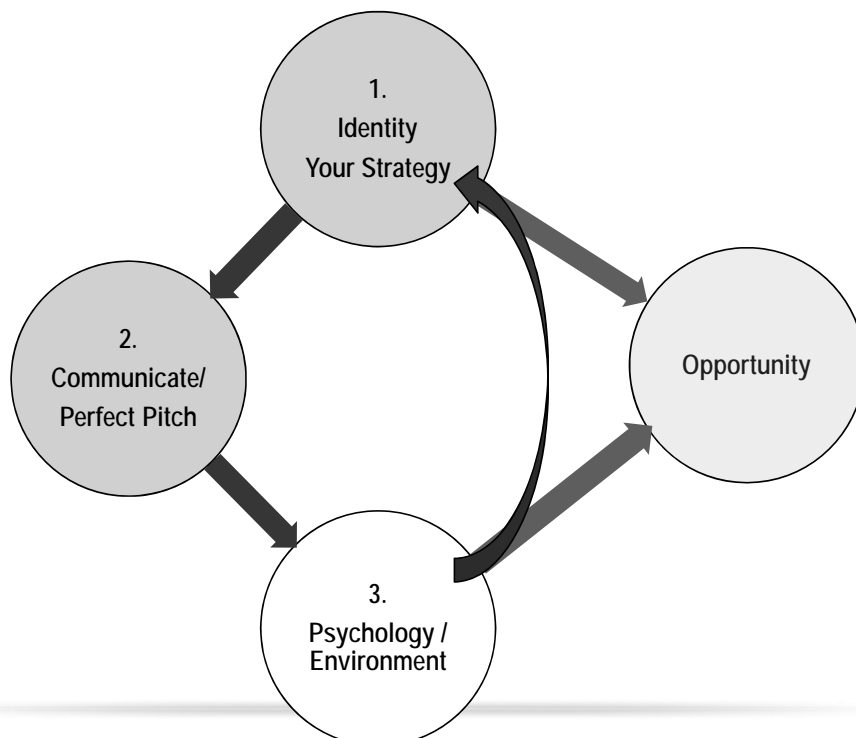
2. Communicate – Your perfect pitch

- 2.1. What is your perfect pitch? The more you focus the more opportunities people will bring to you



- **BIG IDEA** – FOCUS ON SOMETHING SPECIFIC AND DON'T BE LIKE A KID IN THE LOLLY SHOP

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3. Psychology / Environment

3.1. Look beyond your next job – think about your mission and what it is that you really want to do.

i. **When was the last time you experienced rejection?**

i. We all get rejection – But its how you experience it and the meaning that you give to it that determines how you bounce back?

ii. **Are you in adjustment mode?**

i. or are you surrounded by people who are making you feel comfortable with how you are now?

iii. **What is the source of your best thinking today?**

i. will this help or hinder you in 12 months time?

BIG IDEA - Write down five people you spend most time with and take the average salary and that is your salary.

3. Psychology / Environment

- 3.2. What is your big challenge that you are facing right now?

#1

- **BIG IDEA** - BUILD YOUR DATABASE OF CONTACTS AND CHALLENGES

THE NAKED FORMULA

- Niche Perfect Pitch (NPP)
- Attractive Personal Brand (APB) (online)
- Key (KPI) Person of Influence Connections
- Evidence Document (ED) – tailored specifically to your value proposition
- Deliver (DVP) Value Proposition

Source: Simon Dixon

2. Should vs. Must!

2. SHOULD vs. MUST

- We all know what we should do – but most of us don't do it?
 - Exercise
 - Ask questions, make suggestions

2. SHOULD vs. MUST

- What is holding you back?
- What do you FEAR?



2. SHOULD VS. MUST

- What are you fearing?
 - Of life? Rejection?

THINK ABOUT IT!

THE BIG CHALLENGE - TAKING ACTION – YOUR SUCCESS FRAMEWORK

