

Your Flight Plan with John Cutler of Focal Point Coaching

Presented October 2010 Exclusively to the Members of REIN™



Commitment & Intention

- Eliminate the "I KNOW'S"
- Let it wash over you like a wave
- Take away a new idea
- 1% Rule – Golf Swing
- Ah-Ha Moment
- Re-ignite Re-inspire
- Make a decision that this will be the best 12 months of your life



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The Pareto Principle: the 80/20 Rule

Change your Thinking, Change your Life!

80% of Success is Your Attitude!

- Confident, optimistic, friendly, see challenges (not problems), a winning philosophy!

20% of Success is Your Aptitude!

- Product knowledge
- Skills
- How much do you focus on your aptitude instead of your attitude?



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The Law of Actions



Failing to plan is planning to fail.
.....Vince Lombardi

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The Law of Correspondence

Act as Though It Is Impossible to Fail



a.k.a.
"Di Caprio's Law"

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Four Essential Conditions for Change

1. You must **WANT** change.
2. You must be **WILLING** to change.
3. You must be able to **CONTINUE** to achieve change.
4. You must have some motivation
 - Towards Pleasure
 - Away from Pain



Here
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You have the

CHOICE

to determine your success

http://www.youtube.com/watch?v=1xLHbJJsGo&playnext_from=TL&videos=Tl3aJZhMhJM

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The C's of Choice



Clarity
Competence
Continuous Learning
Constraint Analysis
Creativity
Concentration
Character
Courage

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Clarity

CLARITY is the **starting point** of all great achievements.

Know Yourself

- What grabs you? Want to do / Like to do
- What are you good at? What do you most enjoy?
- How do you like to work?

Know Your Goals

- What is your destination?

If you are not
clear – you get
"ANYTHING"

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Competence

You need to be excellent at the key skills in your position

- Make a Decision to be in the Top 10% of your chosen field
- Identify the Top 3 Skills you will need
- Take action immediately and everyday to move yourself to the Top

**Top 10% were once in
the bottom 10%**

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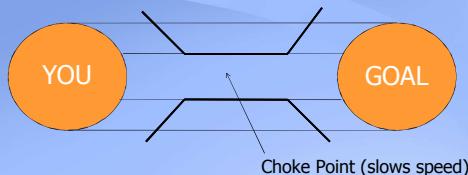
Continuous Learning

You may be only.....one new skill, one changed attitude, one piece of knowledge.....away from achieving your goal!

- Read daily
- Listen to audios (driving time = learning time)
- Come to a good place in a book, stop & imagine how you will implement it
- Attend every course and seminar you can
- Speed up process of continuous learning by moving slowly
- Do things that may not be related to your field



Constraints



What is in the way between you and your goal?

Constraints
80% internal
20% external



Creativity

"Imagination is the beginning of creation. You imagine what you desire, you will what you imagine and at last you create what you will."

George Bernard Shaw

MINDSTORMING

Nonjudgmental
Expansive
Generative

Make something out of nothing



Creativity is not just an inherent skill...

Concentration

Focus single mindedly on 1 activity at a time

Multi-tasking is NOT:

Efficient – do things right
Effective – do right things

1 min
planning

SAVES →

10 min
execution



Character

The sum of those qualities of moral excellence that stimulates a person to do the **right thing**, which is manifested through right and proper actions despite internal or external pressures to the contrary.

– United States Air Force Academy

"Sports do not build character, they reveal it."
John Wooden



Courage

Do what you're terrified of doing and the courage comes afterward – if you wait to feel good or unafraid, you will never do it.

Self Confidence comes from
ACTION
in the face of fear

Courage is a coward who hung on 5 minutes longer



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Four C's of Flying

If you get lost when you are learning to fly

- Confess – Face The Truth
- Climb – Develop Proper Perspective
- Confirm – Be Honest & Straightforward
- Comply – Take the Advice of the Experts



You May Experience.....

F
E
A
R



Creating Your FLIGHT PLAN

- Decide upon your destination
- Take off – take action – don't leave your wheels on the runway
- Continual Course Corrections (99% off course on any flight)



Create A Plan

A goal **without** a plan is but a **WISH**.

A goal **with** a plan is **REALITY** that is going to happen.



Characteristics of a TRUE GOAL



**S
M
A
R
T**

Remember each goal must be written as:

- A Positive Statement
- In the first person
- Present tense
- Using an action verb
- Ensure that it is SMART



Take Action

- **Procrastination** is the **enemy** of success
- **Launch boldly** with **no guarantee** of success
- with an **unshakeable belief** that you **will succeed**.



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Persevere

- Develop a mind as **STRONG** and **PLIABLE** as **STEEL**
- If you can't stand up and walk, get up on your hands and knees and crawl
- **FAILURE IS NOT AN OPTION**

http://www.youtube.com/watch?v=tjYOKCBYag&playnext_from=TL&videos=t95nuLqWHn0

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WRITE YOUR FLIGHT PLAN
Decision is the spark that ignites action. Until a decision is made, nothing happens.
You must create your future by making a **commitment** to your vision.
A plan will establish a route to your destination, the avoidance of roadblocks and the blazing of new trails.
A good plan takes you somewhere - it only tells you where you expect to go. Getting there requires that you **act** - for the trip ahead.
Nothing happens until you act! The **action** of your game plan is when you put your dreams and plans into action.
Through hard work, creativity and action, you will achieve your vision - now **recommend** to your life's mission and continue the journey.

Decision
Commitment
Planning
Preparation
Execution
Recommendation

WRITE YOUR FLIGHT PLAN
Make a list of ten goals you would like to achieve in the next year:
1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

WRITE YOUR FLIGHT PLAN
What one goal on this list would have the greatest positive impact on your life if you were to accomplish it within twenty-four hours?

What is your deadline for achieving this goal?

List three problems or obstacles that stand in your way of achieving this goal:
1. _____
2. _____
3. _____

Any fact is **as** important as our attitude toward it, for that determines our success or failure. - Norman Vincent Peale

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WRITE YOUR FLIGHT PLAN
List three additional skills or forms of knowledge that you will require to achieve this goal.
1. _____
2. _____
3. _____

List the three most important people, groups or organizations whose help and cooperation you will require to achieve this goal.
1. _____
2. _____
3. _____

You cannot teach a man anything, you can only help him discover it within himself. - Galileo

WRITE YOUR FLIGHT PLAN
Based upon your answers to the previous questions, make a list of seven steps you could take immediately to begin achieving this goal.
1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

WRITE YOUR FLIGHT PLAN
What one action are you going to take immediately to begin moving toward your destination?

"Your real purpose in life is to develop yourself. To successfully do this you must always be working toward a goal." - Bob Proctor

Whatever your answer to the last question, launch immediately. Don't wait. Move fast. Take off on your journey, and don't look back!

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Four Ways To Change

- Do **MORE** of some things
- Do **LESS** of other things
- **STOP** doing something altogether
- **START** doing something new

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One Step Further

Do more than exist – **live**
Do more than touch – **feel**
Do more than look – **observe**
Do more than read – **absorb**
Do more than hear – **listen**
Do more than listen – **understand**
Do more than think – **reflect**
Do more than just talk – **say something**

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SUCCESS IS NOT AN ACCIDENT

Transformational Coaching

WARNING!

This Business Coach will...
Transform your Business & your Life!
Motivate you to the level of **success** you Desire & Deserve!
DRIVE Profitability, Productivity & Performance!
Inspire your Growth!

- Areas of Expertise include Sales, Leadership, Customer Loyalty & Culture
- The Inner Game
- One on One Coaching
- Group Coaching (leadership, clarity, sales, growth, effectiveness)
- Workshops
- Speaking Engagements
- Conference Keynotes & Off-sites

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"I have been impressed with the urgency of doing. Knowing is not enough; we must apply. Being willing is not enough; we must do"

Leonard da Vinci



"The great message in "The Secret" is to visualize and focus on your goals. But the secret of "The Secret" is to create your plan and then TAKE ACTION!"

John Cutler

