



# Lead with Confidence

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# Introduction

- ▶ Who am I?
- ▶ Where did I come from?
- ▶ Who is in the room with me?



What to expect today...

1. Leading Responsibly
2. Utilizing Feedback
3. Clean Up Messes
4. Keeping Agreements

# Agenda

- 1.
- 2.
- 3.



NEW YORK TIMES BESTSELLER

Fully Revised and Updated

Jack Canfield

cocreator of  
*Chicken Soup for the Soul*

with Janet Switzer

10TH  
ANNIVERSARY  
EDITION

The  
Success  
Principles™

How to Get from  
Where You Are to  
Where You Want to Be

## Declaration

The 4 basic principles shared in this presentation are based on

*The Success Principles: How to Get from Where You Are to Where You Want to Be*

by Jack Canfield.

# Guidelines



TURN YOUR CELL PHONES  
OFF OR TO VIBRATE



BE RESPECTFUL WHEN  
OTHERS ARE TALKING



PARTICIPATE FULLY IN THE  
EXERCISES

# LEADING RESPONSIBLY

- Take 100% responsibility for your life and your results



“Act As If” you are 100% responsible for your life and your results

100% Responsible

*Personal responsibility is the key attitude for personal empowerment.*

➔ E + R = O

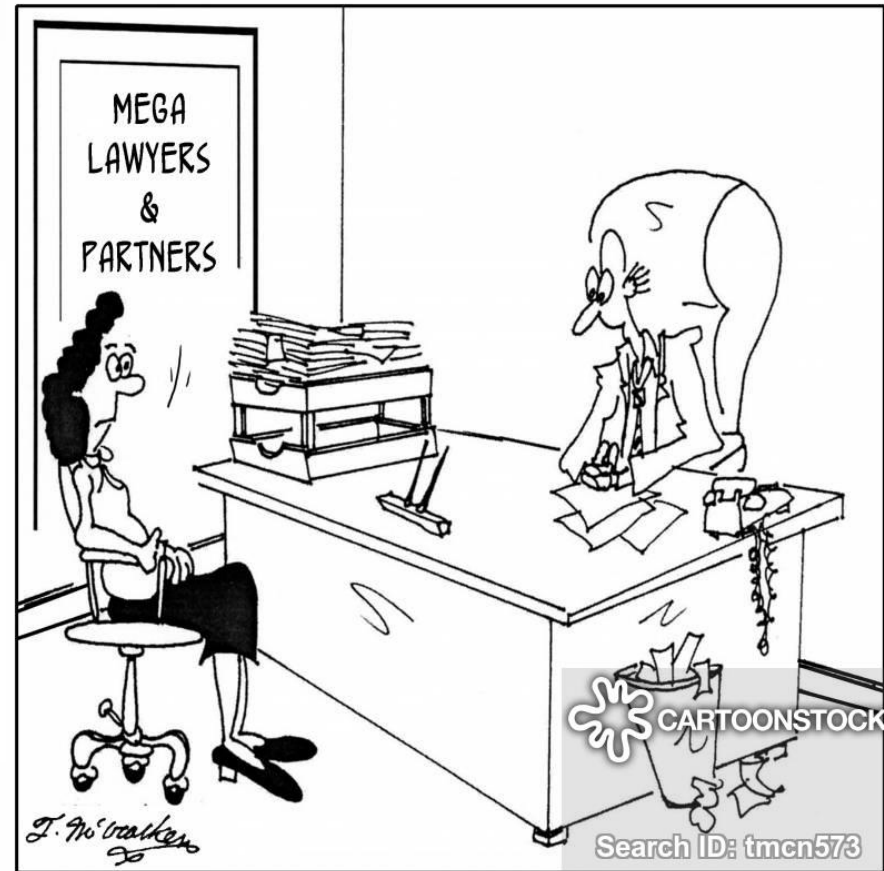
➔ EVENT

➔ +

➔ RESPONSE

➔ OUTCOME

# Try on Responsibility - ability



"I like the way you handle responsibility, Ellsworth, so I'm going to blame some stuff on you."



“

If I were to take 5% more responsibility for creating my multi-million \$ business... ”

- I would hire a manager to oversee day-to-day operations
- I would get a business mentor
- I would get 8 hours of sleep a night



# 5% More Exercise

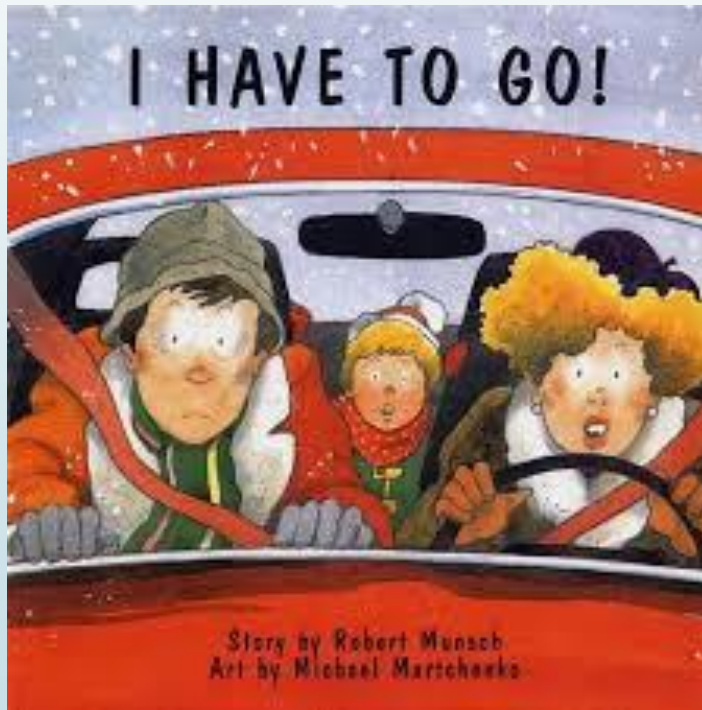
“If I were to take 5% more responsibility for my...”

- ▶ Health & Well Being
- ▶ Job
- ▶ Relationship with \_\_\_\_\_
- ▶ Personal Development
- ▶ Professional Development
- ▶ Financial Situation
- ▶ Leadership Development



# Choices?

What are some of the things we have to do?



What are some of the institutions or people that can make us do things?



# 100% Responsibility Means...

- No Complaining
- No Blaming
- No Excuses





# Leadership

leadership is about taking

**responsibility,**

*not making excuses.*

# UTILIZING FEEDBACK

- ▶ *Welcome feedback as simply information, do not fear it or resent it as criticism.*
- ▶ *Become comfortable asking for feedback.*



# Off Course / On Course

- *There are two kinds of feedback – positive & negative – sensed from the inside out or outside in and resulting in pain or pleasure.*
- *Both are valuable!*



As a leader you need to ask for feedback ...





Use feedback to your advantage...



FEEDBACK

# Clean Up Your Messes and Your Incompletes



# Clean up messes & incompletes

What is irritating me?	How can I fix it?	Who can I delegate all or part of fixing it to?
The speed of my desktop computer	Buy a new one, get more ram ...	Ask my assistant to help.
My bins from the old house stored in my office	Go through them and get rid of what I don't want	Ask my sister for the ladder and to help me go through the bins.

“

*“Your life works to the degree you keep your agreements.”*

”

*Werner Erhardt, Founder of the est Training and Landmark Forum*

Keep Your Agreements

# What agreement(s) have you broken?

When did you first know you would have a broken agreement?



What did you make more important than keeping your word?

- Comfort
- Approval
- Rebellion / Control

What price  
do you pay  
when you  
don't keep  
your  
agreements?

- Loss of trust . . . Loss of respect
- Loss of relationships
- Loss of business, jobs, income, money
- Tiredness, fatigue, loss of energy
- Confusion, lack of mental clarity, lack of inner peace
- Loss of integrity . . . Loss of self-esteem
- Loss of Power

## Tips for Keeping your agreements...

1. Don't make agreements you don't intend to keep.
2. Re-negotiate agreements as soon as you are aware that you can't keep them.
3. Write your agreements down.
4. Review them regularly.
5. Let a person know as soon as you know that you are going to break an agreement.
6. Don't over commit.



## Summary



When we take 100% responsibility of where we are right now – acknowledge that it is our response that got us to this point – we can change our outcomes and become the leader we set out to be.



When we learn to ask for and appreciate feedback, we can develop, grow, and gain strength as a leader.



When we take care of the little things that are irritating us or getting in our way ... we can concentrate on the bigger picture.



When we learn to make agreements that we will keep we can lead with confidence.