

HOW SUCCESSFUL PEOPLE THINK

CHANGE YOUR THINKING,
CHANGE YOUR LIFE

John C. Maxwell

RECOGNIZE THE IMPORTANCE OF REALISTIC THINKING

How Can You Build a Solid Foundation to Think on Facts with Certainty?

- Unsuccessful people hope for the best.
- Successful people face the facts and build upon them.

The first responsibility of a leader is to define reality.
– Max DePree

Jack Welch's Six Rules For Successful Leadership

1. Control your destiny, or someone else will.
2. Face reality as it is, not as it was or as you wish it were.
3. Be candid with everyone.
4. Don't manage; lead.
5. Change before you have to.
6. If you don't have a competitive advantage, don't compete.

The Benefits of Realistic Thinking

1. Realistic thinking minimizes the _____.

Assumption is the mother of all mess-ups!

Ask: "What am I missing?"

2. Realistic thinking provides _____.

Disappointment: The difference between _____ and

_____.

RECOGNIZE THE IMPORTANCE OF REALISTIC THINKING

Realistic thinking minimizes the distance between the two.

Frustration: The result of asking people to fulfill unrealistic expectations.

Confusion: Casting vision without reality.

Vision without reality creates emotional insecurity – i.e. leadership whiplash.

3. **Realistic thinking gives you** _____.

*Candid managers—leaders—don't get paralyzed about the fragility of the organization.
They tell people the truth. That doesn't scare them because they realize their people
know the truth anyway.*
– Jack Welch

Realistic Requirements

1. **Always** _____ **the optimistic projections.**

Idealism increases in direct proportion to one's distance from the problem.
– John Galsworthy

2. **Require projections to be backed up with** _____.

They have to put skin in the game.

*A dream doesn't become reality through magic; it takes sweat,
determination and hard work.*
– Colin Powell

3. _____ **promise** — _____ **deliver.**

Exceed expectations!

