

HOW SUCCESSFUL PEOPLE THINK

CHANGE YOUR THINKING,
CHANGE YOUR LIFE

John C. Maxwell

How Can You Implement Plans that Give You Direction for Today, and Increase Your Potential for Tomorrow?

- Unsuccessful people let life happen to them.
- Successful people proactively plan their lives.

Begin with the end in mind.

– Stephen Covey

Strategic thinking is taking control of tomorrow by thinking about it today.

Place mental thought on the front end to avoid trouble on the back end.

To Think Strategically, Ask the Right Questions

1. Questions _____ and open the doors that would otherwise remain closed.

*My greatest strength as a consultant is to be ignorant
and ask a few questions.*

– Peter Drucker

2. Questions set us and others up for _____.

Before a meeting: “What do we want to achieve?”

After a meeting: “Did we achieve it?”

3. Questions are a result of _____.

Old people traits: They lose their curiosity...they stop asking questions

*A major stimulant to creative thinking
is focused questions.
– Brian Tracy*

4. Strategic questions cause us to _____ things through
and then _____ things through.

What Are Some of the Best Strategic Questions to Ask?

(“Questions I regularly ask myself and my team,” by Chris Hodges)

1. What are our measurable wins?

What are we actually trying to accomplish and how do we or will we measure it? The churches that I consult in strategic planning never have organizational clarity. You can ask team members individually what the wins are and two things always happen –

- 1) You get great responses, but
- 2) You get different responses.

You can't be strategic if you're not clear.

2. How are we doing now?

In other words, where are we on the playing field? Once the measurable wins are clear, we have to measure our effectiveness. To do that, we collect data on important areas and give calendar time to evaluate the findings. Most organizations have data, but it's not presented in a way that's helpful or understandable.

RELEASE THE POWER OF STRATEGIC THINKING

3. What needs to get better?

Where do we need to make changes? More importantly, what ONE area, if it got better, would make the biggest difference in the organization?

Our value here: don't just work *in* a situation – work *on* a situation.

Most churches/organizations are so busy doing what they do that they forget to stop, debrief, and make things better. You'll think more strategically if you can reduce it down to the most important activities right now.

The _____ wants *everything* to be perfect.

The _____ wants *the main thing* to be perfect.

Strategic Thinking Brings Together ...

**The perspective of big picture thinking,
the practicality of realistic thinking, and
the payoff of focused thinking.**

Significance Requires Strategic Thinking, Which Requires...

- Thinking consistently
- Thinking within context
- Thinking on the front end
- Thinking with others in mind
- Thinking with a return in mind

All is well that begins well.

