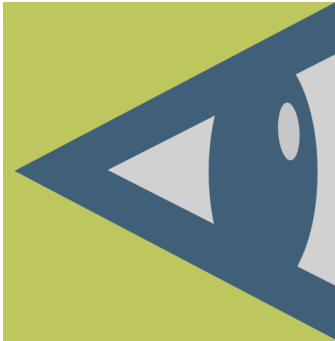




Leadership Tool: FOCUS

Where the focus goes, energy flows and whatever we focus on grows



F orward
O pportunity
C hallenge
U nlocking
S trengths

FOCUS



Description:

Where the focus goes, energy flows and what we focus on grows! Our bodies move in the direction our eyes and mind are focused on (ask any high performing athlete!). The same is true for business. Decades of research have proven that businesses, teams and organizations move in the direction of the discussions happening in and out of meetings, despite any well-formed strategy.

Application: To accelerate closing gaps and moving forward to desired state.

- a. Determine what's most important for your business, team or organization and focus on it, a lot.
- b. Focus more on opportunities, strengths and unlocking potential solutions.
- c. This applies to how we focus on people, projects, situations and yourself.

Tips:

- a. Insert what's most important for your business, team and organization into every-day conversations, meetings and emails; and highlight it often.
- b. Express why the key focus is so important and ask others why the focus is important to them.
- c. Shift your focus from criticizing, condemning, complaining and blaming to focus forward on what is needed or wanted instead; i.e. the solution.