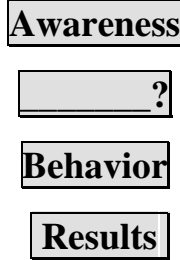




Belief Driven Success

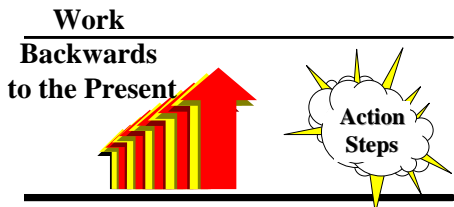
with Patrick J. Donadio, MBA, CSP, MCC

Change Process Model



Outcome Thinking - Work Backwards!

HOW DID I GET THERE?



WHERE DO I WANT TO BE?
Some Time in the Future

One way to create your future is to think (visualize) as though you are already there. Pick a specific time in the future (December 31st)...see, hear and sense all the details! Talk to yourself in the present tense and experience the goal as if it had already occurred.

Now, still in the future, ask yourself this question? "**How did I get there?**" Build your plan backwards! See where you had "Roadblocks" to overcome and how you overcame them, what successes you had and how they felt to you "way back then". Write it all down. These action steps are the beginning of the plan for getting what you want.

"The greatest pull is the pull of the future!" - Patrick Donadio, MBA

Roadblocks That Keep Us From Success

Even if you know where you are going, things can stop you. Here are a few examples of roadblocks:

- A. Lack of Information/Resources
- B. Lack of Ability
- C. Lack of Confidence
- D. Lack of Emotional Support
- E. One of the biggest roadblocks - _____?



Developing The Courage To Change

1. Stop Using the "F" Word - Don't automatically label it Fear. Call it Energy.
2. Find Learning Opportunities. Turn mistakes into learning opportunities by asking two questions: 1. _____ 2. _____
3. Be Prepared - Preparation increases the known and reduces the unknown. The less unknown, the less fear.
4. Be Mentally Prepared- "*If you're not mentally prepared, you're not prepared.*" -- Patrick Donadio, MBA
5. Act Confident - When it comes to confidence, what comes first; the feeling or the action?

YOUR SUCCESS PLAN*

In order to become better you must begin to try new approaches and techniques. Why? Because:

"Nothing Changes Until You Change!" – Patrick Donadio, MBA

A. List **ACTION IDEAS!** Any items you learned today you want to implement:



B. Pick your top 3 Goals (think professional, educational and personal goals) from above you want to focus on during the next six months. What are you going to do differently in order to achieve them?

| | <u>Goals</u> | <u>Do Differently</u> | <u>Deadline</u> |
|----|--------------|-----------------------|-----------------|
| 1. | _____ | _____ | _____ |
| 2. | _____ | _____ | _____ |
| 3. | _____ | _____ | _____ |

C. Break down each above goal into smaller action steps. For example:

| <u>Goal</u> _____ | <u>Deadline</u> _____ | |
|-------------------|-----------------------|------------------|
| | <u>Start</u> | <u>Completed</u> |
| Action Step _____ | _____ | _____ |
| Action Step _____ | _____ | _____ |
| Action Step _____ | _____ | _____ |

Set **S.M.A.R.T.** goals = **S**pecific, **M**easurable, **A**ttainable, **R**elevant (to your mission) & **T**ied to a deadline.

D. **Implement and Evaluate!** During the implementation, evaluate and adjust on a regular basis. Continuously ask yourself these two questions: 1) "What did I do well?" 2) "What will I do differently the next time?"

E. **Try Again!** Start to implement the answers to the question "What will I do differently next time?" Try not to change too many things at once. **Learning is a process not an event!** Keep trying and you will see the difference!

"Upgrade your "beliefs" to achieve even greater success." – Patrick Donadio



©Patrick Donadio, MBA, CSP, MCC is a **Certified Speaking Professional (CSP)** and **Master Certified Coach (MCC)**. He specializes in Business Communications and Leadership Development. Donadio shows leaders and their organizations how to **increase profits, improve communications, enhance their credibility, deepen relationships and boost performance — in less time.** To book Patrick for you next conference, seminar or retreat, call 614-488-9164 or e-mail: Patrick@PatrickDonadio.com Visit <http://www.PatrickDonadio.com> for business tips and more information on his presentations and one-on-one business coaching.