# AMERICAN FINANCIAL SERVICES ASSOCIATION







### LEVERST 2. FLYFAR **B. CARRY** BOMBS



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### CULTURE IS THE GAME

## PATRIOTS CULTURE 1. DO YOUR JOB. 2. BEATTENTIVE. 3. SPEAK FOR YOURSELF 4. PUT THE TEAM FIRST.

# THE CULTURAL Rommessage process self

### COMMAND OF THE



#### THE MAIN THING IS TO KEEP THE MAIN THING THE MAIN THING

Management has a lot to do with answers. Leadership is a function of questions. And the first question for a leader always is:

Who do we intend to be?" Not

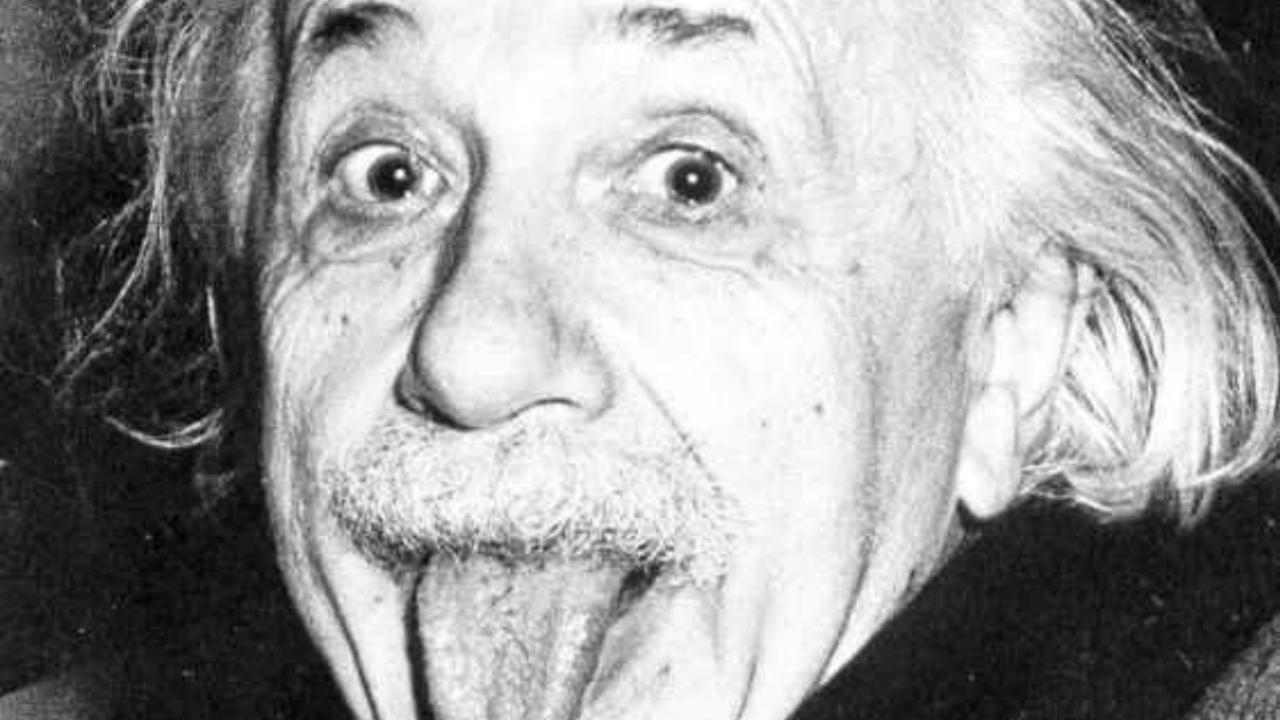
*'What are we going to do?' but 'Who do we intend to be?'"* 

—Max De Pree, Herman Miller

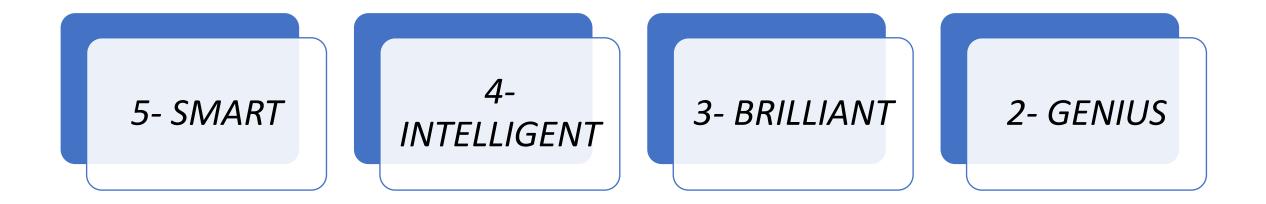
### COMMAND OF THE

# MESSAGE

#### I HAVE A DREAM



#### 5 LEVELS OF INTELLIGENCE

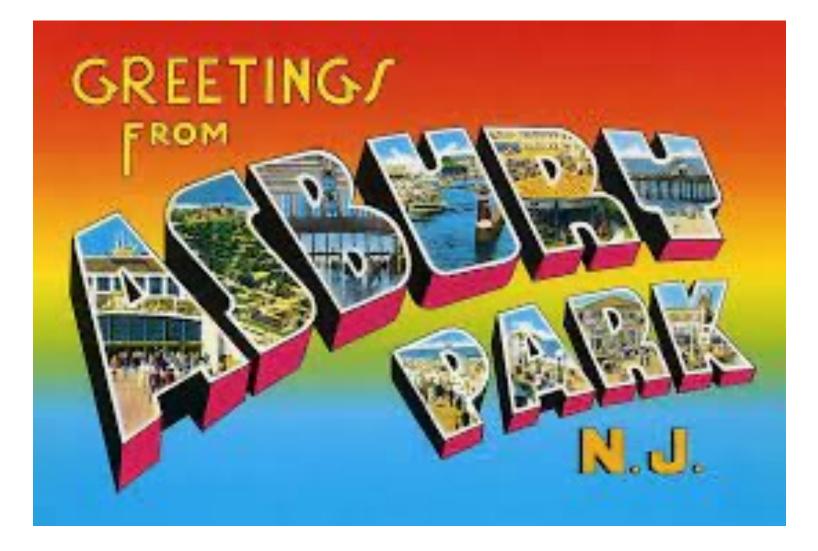




### COMMAND OF THE

# PROCESS

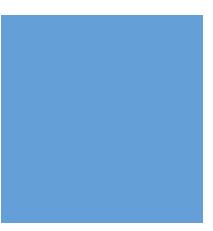




#### BOREDOOM

"If you presume to love something, you must love the process of it much more than you love the finished product."

John Irving









#### WE CAN LEARN FROM HER...

### **COMMAND OF THE**



"Ryan Holiday is one of his generation's finest thinkers, and this book is his best yet." -**Steven Pressfield**, author of *The War of Art* 

EGGO IS THE ENEMY

> INTERNATIONAL BESTSELLER

#### **RYAN HOLIDAY**

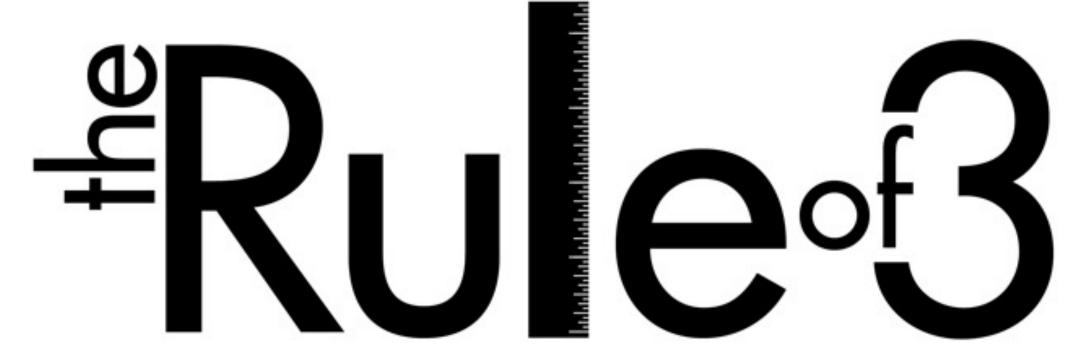
Bestselling author of THE OBSTACLE IS THE WAY



#### COL. HENRY BLAKE











#### THE MASTERY OF SELF

CORRECT YOURSELF HEAL YOURSELF RESPECT YOURSELF BE YOURSELF



#### A LEADER....

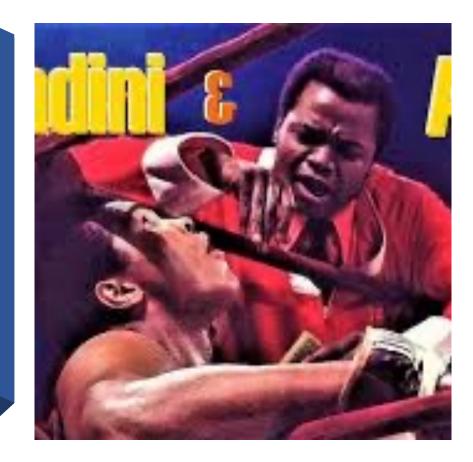
- Makes sure THEY know where they are GOING
- PUSH them when they go slow
- CALM them when they go too fast
- REASSURE them when they lose faith
- INSPIRE them when they lose enthusiasm
- When successful, stand BEHIND them
- When they struggle or face fear stand in FRONT of them.

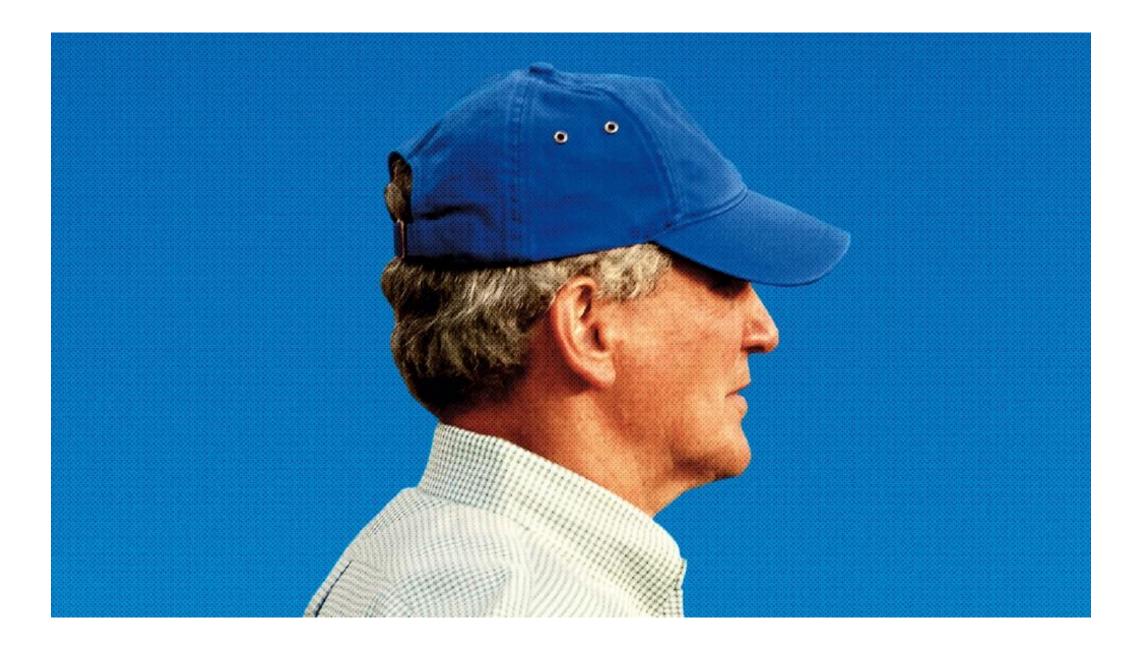




#### HOW CAN <u>YOU</u> IMPACT THE CULTURE/TEAM?????

## ARE YOU LOYAL, OR DEVOTED





## Growth Mindset

Growth mindset thinking results in:

- A love for learning and self-improvement
- A desire to be challenged
- A willingness to work for positive results
- A belief that you can control the outcomes in your life with effort and practice
- The ability to learn from mistakes and failures
- Emotional resilience

"If you don't like change, you're going to like írrelevance even -General Eric Shinseki, Chief of Staff. U. S. Army

#### Forget>"Learn"

"The problem is never how to get new, innovative thoughts into your mind, but

Dee Hock

Jeff Van Gundy on players and coaches dealing with media criticism:

# You don't take criticism from people you wouldn't take advice from."

"You will become like the five people you associate with the most—this can be either a blessing or a curse." \_Billy Cox

# COMPETITIVE STAMINA



## I'VE GOT A WOMAN'S ABILITY TO STICK TO A JOB AND GET ON WITH IT WHEN EVERYONE ELSE WALKS OFF AND LEAVES IT. MARGARET THATCHER



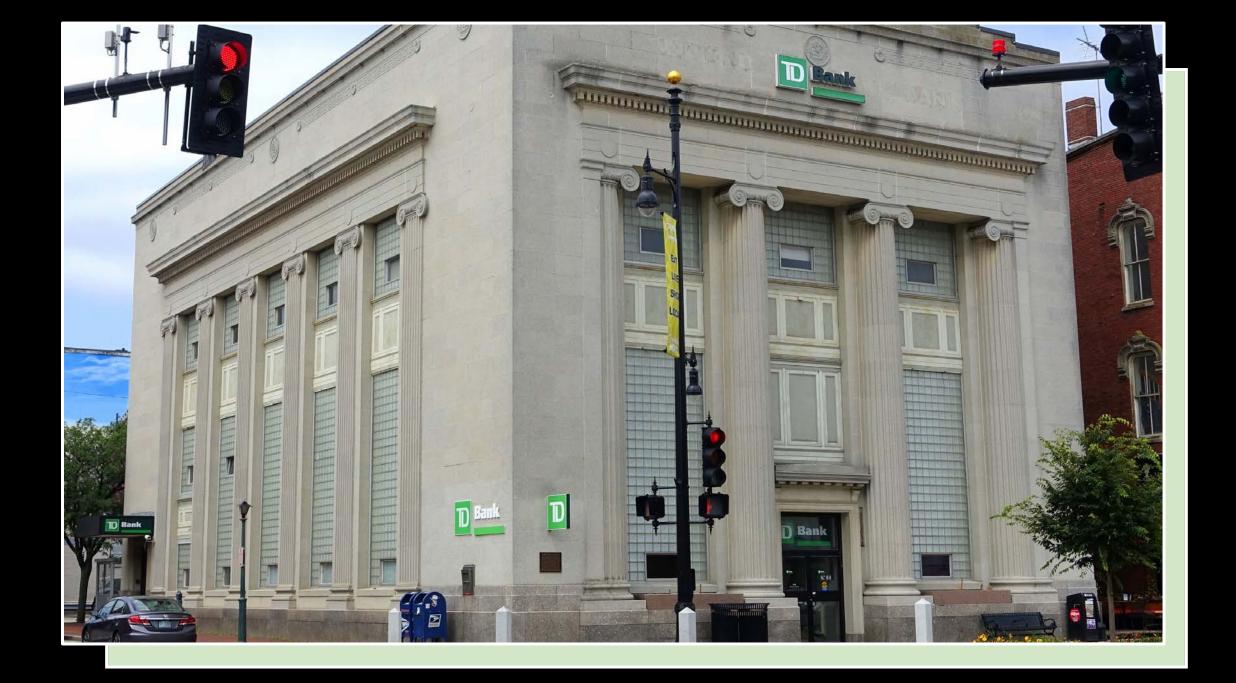
#### CONFIDENCE WITHOUT EVIDENCE



### WE LOSE OUR CONFIDENCE BECAUSE



CREATITIVE THINKING IS AN ORGINAL IDEA THAT HAS VALUE, WHILE DIVERGENT THINKING LOOKS FOR MANY POSSIBLE ANSWERS TO ANSWER QUESTIONS



"What Bill Walsh did is easy to describe: (1) He could identify problems that needed to be solved; and (2) He could solve them."



"The biggest risk is that you have a losing strategy when you think you have a winning one." Being realistically optimistic guards against making this mistake----**Jeffrey S. Yass** 

THE PROBLEM IS RARELY/NEVER THE PROBLEM. THE **RESPONSE TO THE** PROBLEM INVARIABLY ENDS UP BEING THE REAL PROBLEM.



"People think focus means saying yes to the thing you've got to focus on. But that's not what it means at all. It means saying no to the hundred other good ideas that there are. You have to pick carefully."

TwistedSifter.com



The secret of all victory lies in the organization of the non-obvious.

DesiBuck

# **S**THE

#### THE MOST IMPORTANT PERSON YOU'LL EVER COACH IS YOURSELF.

The goal of **The Daily Coach** is to provide a daily hands-on approach to becoming a better leader.

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