



January 11-15, 2010

Professional Development January 11-12

Exhibits Open January 13-15

Plan, Prepare And Progress: 10 Essential Steps To Achievement

Roni Wright, MAS

The Book Company

Kippie Helzel, MAS

CPS/The Keystone Line (Custom Plastic
Specialties)

CAS - 1.5 pts

Tuesday, January 12

8 - 9:30 am



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PPAI EXPO

Plan, Prepare and Progress

10 Essential Steps to Achievement
Roni Wright, MAS and Kippie Helzel, MAS






Change is inevitable....
 progressing is optional!

- We've learned that **nothing remains the same**.
- We must be **flexible and focused**.
- To get where we want to go - **visualization, goal-setting, and achieving results** must be integral aspects we embrace.





"You have brains in your head and feet in your shoes
 You can steer yourself in any direction you choose
 You're on your own and you know what you know
 And you are the one who'll decide where to go." Dr. Seuss

Be Inspired...

the Sky is the Limit!

Apple Video

Our Inspiration

A red and white sign with a large white number '5' on a red background. Below the number, it says "Where will you be five years from today?". The sign is on a red base and is next to a brass pillar.

Visualization – What if?

- Life is about the choices you make so choose wisely!
- What do you want?
out of life,
your career,
your team,
your business?

A black silhouette of a person with their arms raised in a celebratory gesture, standing on a white surface against a dark background.

"So many of our dreams at first seem impossible, then seem improbable, and then, when we summon the will, they soon seem inevitable."
Christopher Reeve

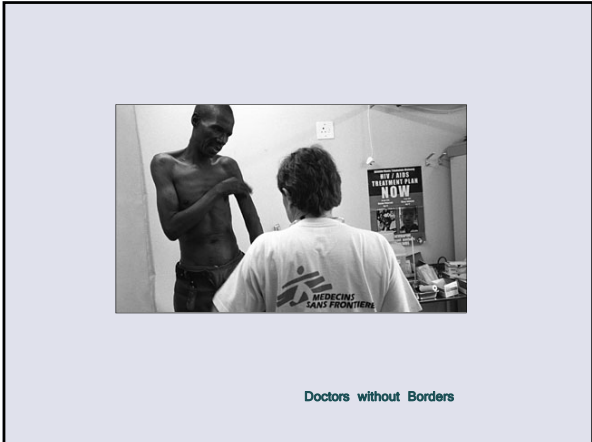
Choose a Mission / Define a Purpose

- What inspires us the most?
- What activity or service relating to our core values urges us to pursue?
- Do we have something pulling at us that won't let go?

"My mission in life is to make people happy."
Walt Disney

"My mission is to collect all the world's information and make it accessible to everyone."
Eric Schmidt, CEO, Google

"I believe creativity is the essence of being human. I believe I make myself, and I won't buy my soul off the rack."
Anitra Freeman, Artist








"One of my best moves is to surround myself with friends who, instead of asking, 'Why' are quick to say, 'Why not?' That attitude is contagious."


Oprah Winfrey



Journal Your Dreams

- People who write down their goals earn 9 times as much as those who do not.
- 80% of us don't have goals
- Makes it stick, makes it real






Tererai Trent

Getting from A to B.....

- **WHAT** are you going to do?
- **WHY** is this important to do at this time?
- **HOW** are you going to do it?
- **WHEN** will this be accomplished?
- DEVELOP **SMART** GOALS
 - S** - specific
 - M** - measurable
 - A** - attainable
 - R** - realistic
 - T** - timely

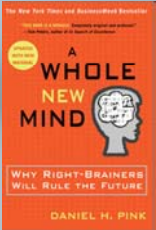
Google began in January 1996, as a research project by Larry Page, who was soon joined by Sergey Brin, when they were PhD students at Stanford University, CA.

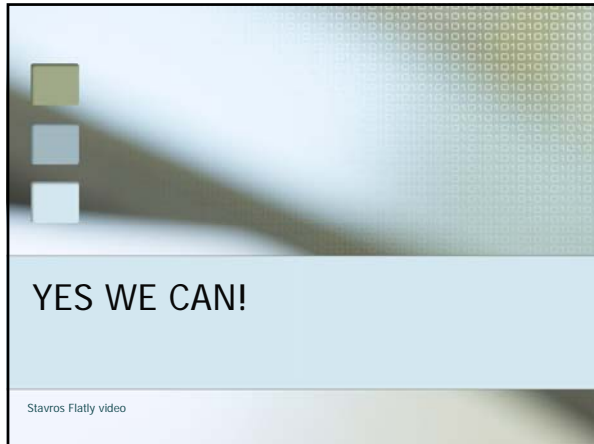


A Whole New Mind

Dan Pink's R-directed thinking

- Design
- Story
- Symphony
- Empathy
- Play
- Meaning






YES WE CAN!

Stavros Flatly video

The Importance of **Your** Plan



A woman in a red shirt and sunglasses is looking at a large map she is holding open.

Components of a Winning Plan

- Mission, goals, vision
- Who will be served
- Role in the community / industry
- Offerings – products & services
- Resources needed – people, money, expertise, relationships, facilities, etc.
- How to best combine these to accomplish the mission/goal/vision

Leadership – for self and team

- Establish solid trust before offering advice
- Keep promises, even small ones
- Be enthusiastic of the success of others
- Recognize the potential in others, help them achieve it
- Catch people doing things right
- Praise the baby steps
- Go out of your way for people
- Always give something extra: under-promise, over-deliver


Doug Stanart, The Leader's Institute

Achieving Results

- Passion
- Desire
- Energy
- Confidence
- Patience
- Practice
- Discipline
- Focus
- Commitment
- Meaning
- ...believe

"We choose to go to the moon in this decade and do the other things, not because they are easy, but because they are hard, because that goal will serve to organize and measure the best of our energies and skills, because that challenge is one that we are willing to accept..."

John F. Kennedy



"It is better to take many small steps in the right direction than to make a great leap forward only to stumble backward."

"A journey of a thousand miles must begin with a single step."

Chinese Proverbs

"The premise of this book (Outliers) is that you can learn a lot more about success by looking around at the successful person, at what culture they belong to, what their parents did for a living. Successful people are people who have made the most of a series of gifts that have been given to them by their culture or their history, by their generation."

Malcolm Gladwell

- Know your strengths
- Don't try to be what you're not
- Kick a habit
- Master a skill
- Find a mentor

"It's never too late or too early. Right now is a good time." FIVE

"The 10,000-hours rule says that if you look at any kind of cognitively complex field, from playing chess to being a neurosurgeon, we see this incredibly consistent pattern that you cannot be good at that unless you practice for 10,000 hours..."

Malcolm Gladwell





"Throughout his life, there were many reasons for Ben Hogan to have simply been finished; instead he chose to persevere, to fight and to ultimately finish strong."

Finish Strong

Forty-six "Secrets" and "Clever Strategies"
For Dealing with the Recession

Tom Peters

Never say Never Again!

- At age 7, Mozart wrote his first symphony
- At age 17, Joan of Arc led an Army in defense of France
- At age 21, Fred DeLuca co-founded Subway with just \$1,000 in the bank
- At age 46, Jack Nicklaus won his sixth Masters tournament
- At age 83, Frank Lloyd Wright was asked which of his masterpieces was the best. "My next one," he said

Five Video

PPAI EXPO

Plan, Prepare and Progress

10 Essential Steps to Achievement

- Find Inspiration
- Check our Attitude
- Write it down!
- Don't forget to have FUN
- Know the mission and purpose
- Believe!
- S M A R T goals
- Have a Plan!
- Know our Strengths
- It Takes a Team
