

Incites: a work in progress

Welcome to the first edition of 'Incites'; a work in progress really! Thank you in advance for passing this along to anyone interested in educating leaders whether this be foresight for your children, insight for your staff or hindsight for yourself. As you've probably gathered, this newsletter is in three parts; hindsight, insight and foresight. Enjoy!

Hindsight

- ✚ **Life is a challenge.** Some days will be exceptional and others less so. The key is to be mindful in those not so special days that the sun will rise again tomorrow and be grateful during the wonderful days.
- ✚ **Speak gently about others.** Whether people intend it or not, sometimes they will peeve you, these are good times to practice your self restraint. Rather than getting angry, get contemplative. Putting some time in between you and the annoyance can oftentimes have a positive effect.
- ✚ **In the company of others.** If you have something negative to say about someone reserve that feedback (constructively framed) for them personally. There is seldom anything to be gained by berating someone either in public or to their face.
- ✚ **There is always enough time.** Time is an inelastic quality with 24 hours being allocated equitably to all. Choosing to spend that time playing golf over time with the family is fine, as long as you recognise which is of the greatest priority.
- ✚ **Tell 'em like it is.** No one can say for sure when their final grain of sand will fall through the hour glass so it is important that those you love know you love them at every parting. It is easy to say "I love you, I'll see you when you get home".

Insight

Discipline is so often frowned upon in our lassie faire approach to life. Yet discipline offers the key to achievement. In fact discipline and achievement are mutually exclusive. Think of all your achievements, perhaps a sporting achievement that required training, a university degree that required studying or a milestone relationship that required continual give and take. All require discipline. It is that human ability to pick an endpoint and apply oneself to the necessary actions that will take us there. Weekly, daily or perhaps even more perhaps even a higher frequency is the key.

When I set out to write my first book I was daunted by the task. However, if I chose to reframe it and think about it terms of only a few pages a day this was more manageable. It did require me to write whether I felt like it or not because writing is certainly a form of discipline. In our current world however it is all too easy to fall prey to the easy option. Most achievements do not require enormous shifts but rather little positive steps taken repeatedly. The quick fix is all too often equally the quick 'revert-back-to-how-it-was'! Great achievements require perseverance, dedication and application. In short; discipline!

Foresight

On a recent camping trip with my family one of the simple pleasures my kids and I enjoyed was throwing rocks at floating leaves in the river. It occurred to me how important a skill this was. I don't mean specifically the sinking of defenceless leaves, but rather the ability to estimate where the leaf would be by the time the rock hit the water and then attempt and adjust as necessary. Casting our rocks into the future is an exercise we should all engage in. Thinking through a business idea, a relationship or an investment and visioning into the future where that concept will end up. This is scenario planning at its simplest. What would the perfect shot look like, what could if the shot fell short of the target, what could happen if you exceeded your expectations, and what could happen if something totally unexpected were to occur. Throw the rock in your mind's eye. Scenario planning at its simplest!

About the author

Terry has built numerous businesses, he understands how to help people be their best and what it takes to lead a company to success and profitably. He cuts right to the core issues that are important to you and shows your audience what works, what doesn't and why. He artfully blends content-rich presentations with an entertaining and motivating style that inspires, motivates and leads people to action. When Terry presents you learn in an enjoyable and fun way while learning practical, immediately applicable skills that impact your bottom line. Your audience will gain a fresh perspective from real-world material for real-world results.

Web: www.terrypower.com.au

email: terry@terrypower.com.au