

A man in a dark suit and light blue shirt is pulling open his shirt to reveal a white t-shirt underneath. The t-shirt has the text 'Unmasking your SUPER POWERS' printed on it. The background is a blurred cityscape at dusk or dawn.

Unmasking
your
**SUPER
POWERS**

Stories that tell—telling stories that equip today's leaders

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FOCUS!!!

- First Things First
- Keep the main thing, the main thing!

The ability to separate the important from the unimportant; the critical from the trivial; the vital from the insignificant; the eternal from the temporary.

“Until a person gets his priorities in life straight, everything else is going to be out of order.” Billy Graham



FOCUS!!!

- Serve Others
- “Golden Rule”
- “Be Intentional” Principle
- “If you help other people get what they want out of life, you can have whatever you want out of your life.” Zig Ziglar
- As self image grows, our productivity grows. Lou Holtz



FOCUS!!!

- Character
- “ We hire on Character, Competency and Compatibility” Truit Cathy
- Character is formed over time through discipline. DISCIPLINE
- Integrity: a person is the same on the inside as he claims to be on the outside.
- Ask yourself- “Which requires the most Discipline?”



FOCUS!!!

- Character- Communication
- Good Real-estate investment = Location x3.
Good Relationship = Communication x3.
- Clarity is a Rarity
- 90% of all problems is a due to communication problems.
- Read People's Personality Traits

Five Keys to Great Leadership

The hardest part about leadership is LEADING.

- True leadership starts with leading yourself.
Lead by example
- Know how to develop good chemistry on his team.
No such thing as a “bad job.”
- Knows how to handle and resolve conflict.
Accepts responsibility, first to apologize
- Knows how to solve problems.
Thieves of success, correct problem and learn
- Understands relationship coaching.

Control is temporary. Influence is permanent.

4 Basic Personality Types

Bold

Direct, Dominant, Demanding
Competitive, Being in Charge

Primary Needs: Results

Battle Ship

Outgoing/ Task Oriented

Expressive

Friendly, Outgoing, Emotional,
Approval, Influence

Primary Needs: People

Cruise Ship

Outgoing/People Oriented

Technical

Cautious, Logical, Consistent,
Excellence, Detailed

Primary Needs: Quality

Calypso: Research Vessel

Reserved/ Task Oriented

Supportive

Steady, Team player, Service
Sincere, Loyal

Primary Needs: Cooperation

Sailboat

Reserved/People Oriented

Outgoing & Task-Oriented

- ◎ Leads: Directly
- ◎ Out-of- control: Dictator
- ◎ Driven by a desire to:
 - Have control, conquer challenges, solve problems
- ◎ Expects others to get: Results
- ◎ Fears being disrespected or not winning.
- ◎ Needs to learn to:
 - Speak “softer”
 - Let other people share control

Outgoing & People-Oriented

- ◉ Leads: Inspiration
- ◉ Out-of- control: Unfocused
- ◉ Driven by a desire to:
 - Have fun, be liked, create excitement
- ◉ Expects others to get: Flexible
- ◉ Fears being disliked or confined by rules.
- ◉ Needs to learn to:
 - Listen to others
 - Focus

Reserved & People-Oriented

- ⦿ Leads: Support
- ⦿ Out-of- control: Indecisive
- ⦿ Driven by a desire to:
 - Maintain peace, minimize confrontations, help others
- ⦿ Expects others to get: Cooperate
- ⦿ Fears confrontation & change.
- ⦿ Needs to learn to:
 - Decide and act
 - Hold other people accountable for their actions.

Reserved & Task-Oriented

- Leads: Carefully
- Out-of- control: Critical
- Driven by a desire to:
 - Analyze data, check for accuracy, do things “right.”
- Expects others to: Follow procedure
- Fears being inconsistent, wrong or illogical
- Needs to learn to:
 - Trust others
 - Be more flexible.

How to create an instant connection.

- ⦿ Firm handshake.
- ⦿ Good look in the eye.
- ⦿ SMILE!
- ⦿ Know their name!
- ⦿ Find a common interest or connection.
- ⦿ Find a positive trait and highlight it.
- ⦿ BE GENUINE!!!



FOCUS!!!

- Character- Communication- Consumption
- Act you WAGE!
- Live below your means.
- DISCIPLINE! Is the greatest skill to master. We all struggle with “give it to me now” mentality.
- Life is all about- what you want and what you’re willing to give up.
- Automatic millionaire- Save 10-15% of your income.
- 75% of Americans live pay check to pay check
- 86% of divorces is due to financial mismanagement.



FOCUS!!!

- ◎ Understanding
- ◎ Leaders are readers.
- ◎ The more you learn the more you earn.
- ◎ If you're not learning, you're not leading.
- ◎ Stop learning, and you stop growing, stop growing and you stop living.
- ◎ Working harder and getting paid less is the price you pay for ignorance.

According to research at Cambridge University, it doesn't matter in what order the letters in a word are, the only important thing is that the first and last letter be at the right place. The rest can be a total mess and you can still read it without problem. This is because the human mind does not read every letter by itself, but the word as a whole.

Read this sentence:

FINISHED FILES ARE THE RESULT OF YEARS
OF SCIENTIFIC STUDY COMBINED WITH THE
EXPERIENCE OF YEARS.

Now count the F's in that sentence. Count them
ONLY ONCE.

Do not go back and count them again.



FOCUS!!!

○ Source

- Go to the source with problems and praise.
- A leader must confront problems.
- Criticize in Private- Praise in Public
- *Consider The Source* when criticized

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FOCUS!!!

- Source, SMILE!!!
- “There is no other weapon in the feminine armory, to which men are so vulnerable as they are to a smile.” Dorothy Dix
- Give every living soul you meet the best smile you ever smiled in your life. See how much better you will feel and look.
- Smiling is one of the best ways to stop worrying and start living.
- Smile- You will be more welcome everywhere



FOCUS!!!

SELF

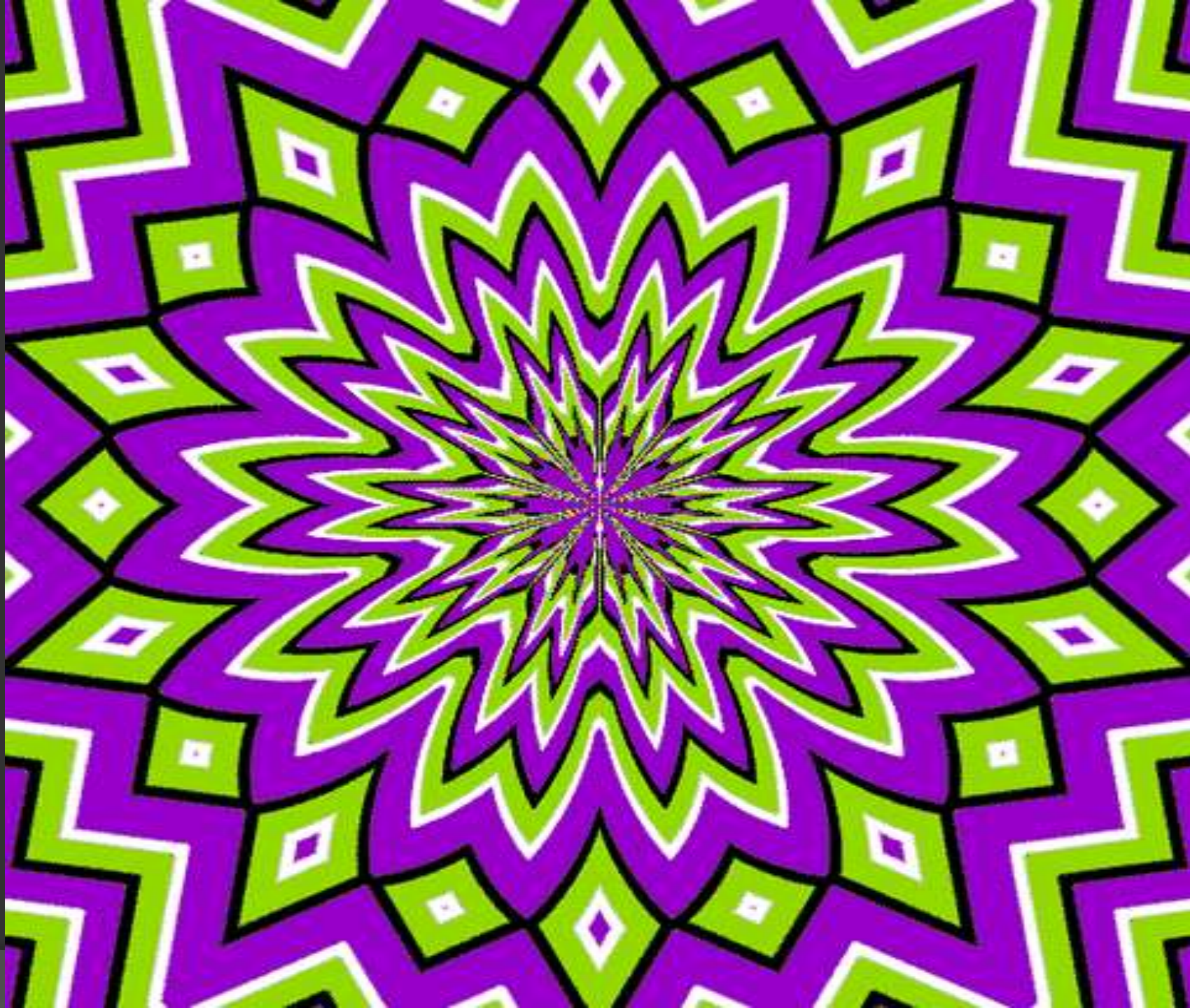
- Take time to recharge.
- You can not take care of others unless you have taken care of yourself.
- Be yourself!
- “Be who you is, and not who you ain’t, cause if you is who you ain’t, you ain’t who you is.”

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Teach

learn





5 foot holds to Reach the Summit

- Give 100% YOGOWYPI
- Participation is the key!
- Take a Risk
- Build each other up, not tear each other down
- Have Fun!!!

1. Write a 3 digit number that is not a mirror image (444 or 898). 123

2. Reverse the numbers.. 321

3. Subtract the smaller num. from the larger num. (if it has 2 digits, add a 0 on the end.)

$$\underline{321 - 123 = 198}$$

4. Reverse the digits of the answer. 891

5. Add the last two numbers you show (answer from the subtraction and the reverse)

$$891 + 198 = ? \quad \underline{\underline{1089}}$$

Follow the steps and everyone will get the same thing every time ...
Like Success---pay attention to details, have the discipline to apply
and take each step... and it will always work.