

What we learned **working with clients this week**

One sentence on each idea. Then write how you will put it to work.

1**IMPOSTER SYNDROME: ASK HOW YOU SERVE**

Don't ask "Why am I here?" as "Do I belong?" Ask it as "How do I serve?"

HOW WILL I IMPLEMENT THIS? _____

2**PATIENCE, NOT PRESSURE**

Intimacy in a marriage, business or partnership is rebuilt through patience, not pressure.

HOW WILL I IMPLEMENT THIS? _____

3**NAME YOUR IDEAL REFERRAL**

Know who and what you're looking for, and talk about it constantly, without being annoying about it.

HOW WILL I IMPLEMENT THIS? _____

4**KEEP THE TOOLS THAT GOT YOU HERE**

When things get hard, don't throw out the foundational truth that got you here. Double down on what works.

HOW WILL I IMPLEMENT THIS? _____

5**BE HONEST ABOUT UNCERTAINTY**

Saying "I don't know" doesn't mean you can't lead. Be proactively honest and people will give grace, follow and trust you more.

HOW WILL I IMPLEMENT THIS? _____

6**LEAD WITH RELATIONAL VALUE**

Partnerships work when you give value. If you're only trying to take, the partnership is already dead.

HOW WILL I IMPLEMENT THIS? _____

7

STRUCTURE CREATES FREEDOM

Freedom is built on structure, not hindered by it. Structure brings freedom and rhythm brings peace.

HOW WILL I IMPLEMENT THIS?

8

HIRE FOR YOUR MISSION

Hire according to your mission and alignment, not just to get rid of short-term pain.

HOW WILL I IMPLEMENT THIS?

9

VALUE BEYOND THE DELIVERABLE

Your core deliverable is expected. Show people more and they'll say yes faster.

HOW WILL I IMPLEMENT THIS?

10

SHOW YOUR GRATITUDE

The truth of your gratitude is shown in your appreciation. Being grateful is a choice.

HOW WILL I IMPLEMENT THIS?

11

RULES OF ENGAGEMENT

Before a conflict conversation, agree on the topic, what's off the table, what you'll hold back and the desired outcome.

HOW WILL I IMPLEMENT THIS?

12

EXPOSE THE TRUE GAP

Everyone is stuck somewhere. Growth comes when you expose the true gap between where you are and where you want to be.

HOW WILL I IMPLEMENT THIS?

13

HIGH IMPACT OVER HIGH OUTPUT

Optimal performers focus on high impact. Impact produces output, but output alone leaves you lost.

HOW WILL I IMPLEMENT THIS? _____

14

EFFECTIVE BEFORE EFFICIENT

Would you rather do more of less value, or less of more value? Choose effectiveness first.

HOW WILL I IMPLEMENT THIS? _____

15

COMMIT ONLY TO WHAT YOU'LL ENFORCE

When you set standards with people, only make commitments you're actually ready to enforce.

HOW WILL I IMPLEMENT THIS? _____

16

MEASURE ACTIONS, NOT JUST RESULTS

Set and measure action-based, result-based and time-based goals equally, or you miss two-thirds of the focus.

HOW WILL I IMPLEMENT THIS? _____