Why 99% is Not Good Enough but 1% is Amazing!

Your ActionCOACH
Paul Currie
My purpose today ...

- Challenge your “Status Quo”
- Introduce Change Formula
- Quantify impact of incremental change over time
- Share Bridge of Discipline for greater achievement
Imagine...

You or your business are performing at 99% in all that you do...

How big are the gaps from where you are now to get to 99%?
If 99% Were Good Enough...

- 12 babies to wrong parents each DAY!
- 103,260 tax returns processed incorrectly
- 880,000 credit cards with wrong info on magnetic stripe
- 20,000 incorrect drug prescriptions written each year
The biggest barrier to change personally and professionally may actually be NOTHING!
The Formula for CHANGE ...

(D x V) + F > R

Dis-satisfaction
Vision
First Steps
Resistance
The Amazing 1% Per Week

- 4.1% per month
- 13.8% per quarter
- 29.5% semi-annually
- 67.7% per year
- 181.4% in two years
“Discipline is the bridge between goals and accomplishment.”

~Jim Rohn
What do you think about this self discipline?

Mozart was already competent on the keyboard and violin, he composed at the age of 5.
What do you think about this self discipline?

Albert Einstein was 26 when he wrote the theory of relativity.
What do you think about this self discipline?

Colonel Harland Sanders was 61 when he started the KFC Franchise
What do you think about this self discipline?

Henry Ford was 45 when the model T Ford came out
What do you think about this self discipline?

Leonardo Da Vinci was 51 years old when he painted the Mona Lisa.
Remember?

“Discipline is the bridge between goals and accomplishment.”

~Jim Rohn
Discipline: The training I give myself to accomplish a certain task or adopt a particular pattern of behavior even though I would rather be doing something else.
Coach Jeff’s 5 Steps to Discipline

1. Identify one new habit you want to build into your life.
Coach Jeff’s 5 Steps to Discipline

2. Translate that habit into specific actions you will take each day or week.
Coach Jeff’s 5 Steps to Discipline

3. Attach the new habit to one that you already have in place. (i.e. checking e-mail in the morning)
4. Commit to completing the action for 21 days to make it part of your routine. (90 Days to make it stay).
Coach Jeff’s 5 Steps to Discipline

5. Tell others around you about the action you will be taking and your 21 day commitment.
Build Your Bridge Strong

1. Maximize Your Golden Hours
2. Leverage PA
3. Eat Frogs First!
4. Input, Input, Input
5. It’s Now O’clock!

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Eric Schmidt, CEO of Google, recounts the best advice he ever got:

"Have an executive coach. I’m an established CEO, yet everyone needs a coach," says Schmidt
Your Action Coach’s

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