

FOCUS FOR YOUR FUTURE

The three factors, **WILL, SKILL & CONSCIENCE** and the balance you maintain between them will determine your future. You have this **choice**. Whatever you choose within these parameters and whether you allow one to dominate or keep them in balance is something that is **your domain entirely**. Where you end up will be determined by what happens next; starting now!



WILL

This is about your attitude to success. How much you want it. It will determine how much you are willing to do and what you are willing to learn to achieve it. If it dominates your conscience, you will be a 'win at all costs' player. If you maintain a balance, you will be seen as a 'go to person' and someone to be trusted.

SKILL

How these accumulate and develop will be determined by your **will**. Skills will differentiate you from your rivals and skill gained will serve to fuel your will. Skill displayed without conscience will result in you being seen as either an egotist, a bully or both.

CONSCIENCE

This will determine how you dispense your **skills** and whether the **will** you display is constructive or destructive. It keeps you grounded and consistent and your motives pure.

The nexus between the three circles forms a  that's "V" for **VIGILANCE**.

VIGILANCE

Is the difference between GOOD and **GREAT**. It takes **will** to be vigilant as vigilance is the opposite to complacency. Complacency happens in the absence of **will**. It takes **skill** to be vigilant as analysis is required. **Conscience** is required as action plans from analysis should be in everyone's best interest and in harmony with **long term** ethical goals.

Consider the "border territory" the circles share.

AWARENESS

Being aware prevents pressure being put on **conscience**. Awareness is preparedness and being cognisant of the 'now'. Being prepared boosts your **will** because you become confident. Awareness needs to be honest thus **conscience** plays a role. Understanding S.W.O.T. and being able to honestly self assess impacts time management and maintains your personal morale.

EXPERIENCE

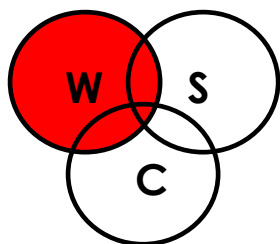
To some extent, this happens naturally as we age but **will** and **skill** will ensure that it isn't 'Groundhog Day'. Don't end up the old dog that can't be taught new tricks. The best way to handle change is to **cause it** and this part of the paradigm is best suited to provide you with the opportunities you'll need. Keep learning.

CONSISTENCY

The best people in any field are consistent. Inconsistent leaders can have a devastating effect on team morale. **Conscience** can be the casualty when people get desperate.

Desperation happens when adherence to the other factors diminishes. Being tough is fair when it's consistent. When it's hot and cold it's a sign of losing control.

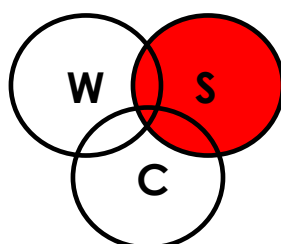
WHAT HAPPENS WHEN ONE FACTOR DOMINATES?



TYRANT

TYPICAL TYRANTS

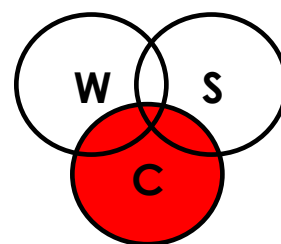
- THE CONTROL FREAK
- "MY WAY OR THE HIGHWAY" BOSS
- STUBBORN PEOPLE
- CYNICS
- CHEATS



EGO MANIAC

TYPICAL EGO MANIACS

- BULLIES
- CELEBRITY CEO's
- SHOW PONIES
- PRIMADONNA's
- 'FAIR WEATHER' FRIENDS
- BLAMERS



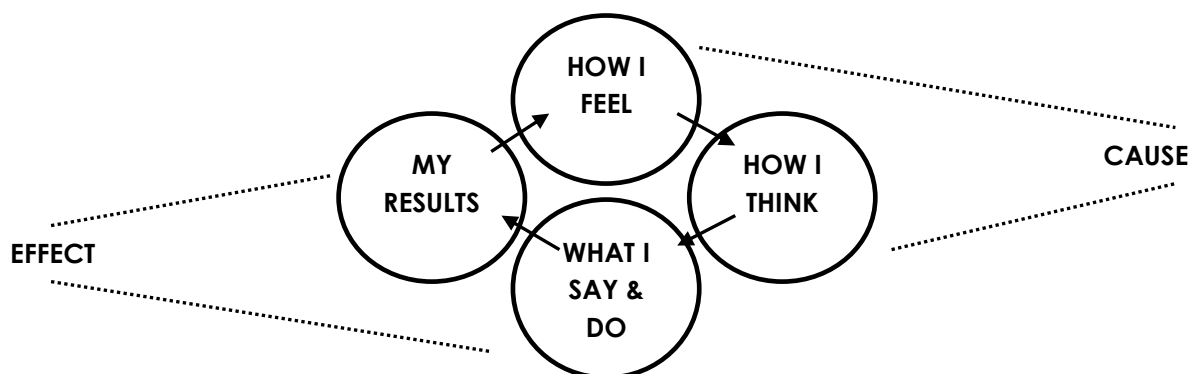
COWARD

TYPICAL COWARDS

- TEACHER'S PETS
- SHIRKERS
- RUMOUR- MONGERS
- GOSSIPS
- TROUBLE MAKERS
- COPY CATS

SUMMARY

The beauty of understanding this paradigm is that it is so simple. What holds us back from time to time aren't the "higher sciences". There is only one time that matters; NOW. The one factor that determines the quality of the NOW is the mood you are in. Your ability to know it and be able to manipulate it if need be, will serve to minimise any harm a bad mood can do and maximise the potential for success a good mood can do.



Don't worry about benchmarks. **Be** the benchmark by attaching importance to what lays before you today. Once this becomes a habit, simply apply these principles to your habit and others will be wondering how you do it.

Remember this; people will forget what you say and even what you do but they won't forget the way you made them feel.

Keep learning!