



# But I Am Still Growing!

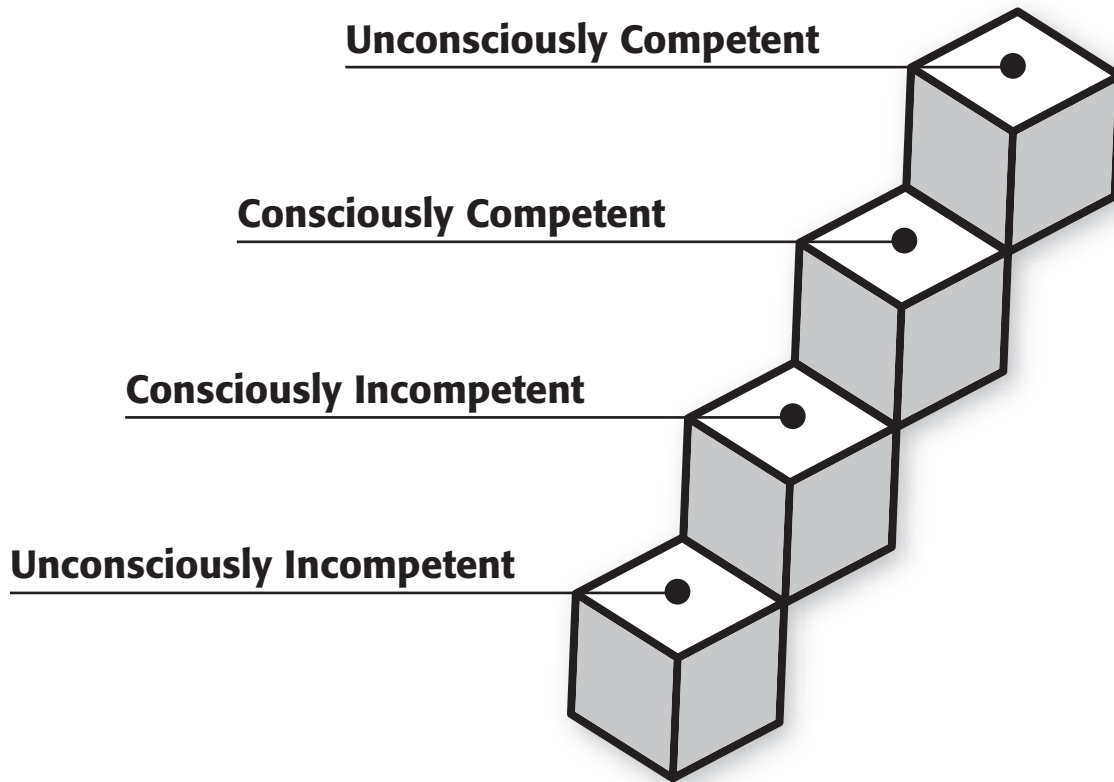
Presented By:



**Bryan Flanagan**

# The Four Stages of Growth

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## Where are you on the Growth Stage Diagram?

### Our Objectives:

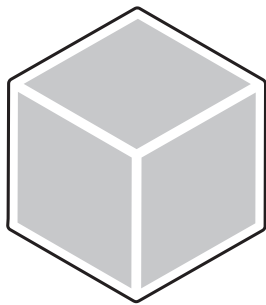
1. Develop the 24 hour Champion
2. Build Confidence
3. Maintain a Proper Attitude
4. Appreciate Your Teammate
5. Have Fun As We Learn!



# First Understand...then be Understood

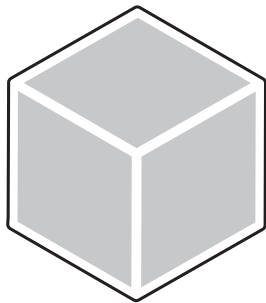
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In a member-centered approach to professional selling, you must understand the needs, issues, and concerns from the other member's perspective!



List three (3) products/services you provide:

- 1.
- 2.
- 3.



List three (3) things your members want:

- 1.
- 2.
- 3.

# Human Bingo Card

## INSTRUCTIONS:

1. Each blank space identifies something about the people in this seminar.
2. You are to find out about the other participants.
3. If one of the listed items pertains to them, ask them to sign their name in the appropriate place on your card **(24 different names)**.

Has 4+ children _____	Likes to garden _____	Can recite a poem _____	Served in the military _____	Lived in a foreign country _____	Is wearing denim _____
Can tell a joke _____	Contributes to a charity _____	Drives a sports car _____	Has a video iPod _____	Been sky diving _____	Been in a hot air balloon _____
Been on television _____	Has a pet _____	Likes to sing _____	Knows what a Flea Trainer is _____	Wears glasses _____	Participated in a marathon _____
Drinks coffee _____	Likes camping _____	Has been to Dallas, TX _____	Owens a motorcycle _____	Has a famous relative _____	Been on a cruise _____

**The picture in your mind's eye (to be done INDIVIDUALLY)**

We all have a "mental picture" of ourselves, a view of our PERSONALITY and the type of person we see ourselves as being. For the next five minutes think about that and write down a few notes about the picture in your mind's eye. Be prepared to share these ideas with the rest of your group. Please use complete sentences.

**I see myself as:**

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**Others probably see me as:**

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**Personality Characteristics**

- energetic
- enthusiastic
- understanding
- creative
- confident
- caring
- disciplined
- positive
- assertive
- attractive
- articulate
- consistent
- open
- warm
- affable
- professional
- reserved
- vivacious
- animated
- dignified
- decisive
- cheerful
- modest
- calm
- gracious
- knowledgeable
- communicator
- goal-oriented
- persuasive
- ambitious
- motivated
- action-oriented
- determined
- loyal
- honest
- healthy
- intelligent
- sensitive
- charismatic
- dependable
- friendly
- sincere
- radiant
- mature
- dominant
- witty
- sweet
- trusting
- considerate
- gentle

# Giving and Receiving Sincere Compliments

## Part II:

As you listen to your fellow classmates at the table, think of at least one sincere compliment you can give. Be sure it has to do with who they are, how they work, how they communicate and other positive characteristics you've observed or heard. After the person has finished speaking, write the compliment on the "I Like" note. Read aloud your note and then hand it to the person.

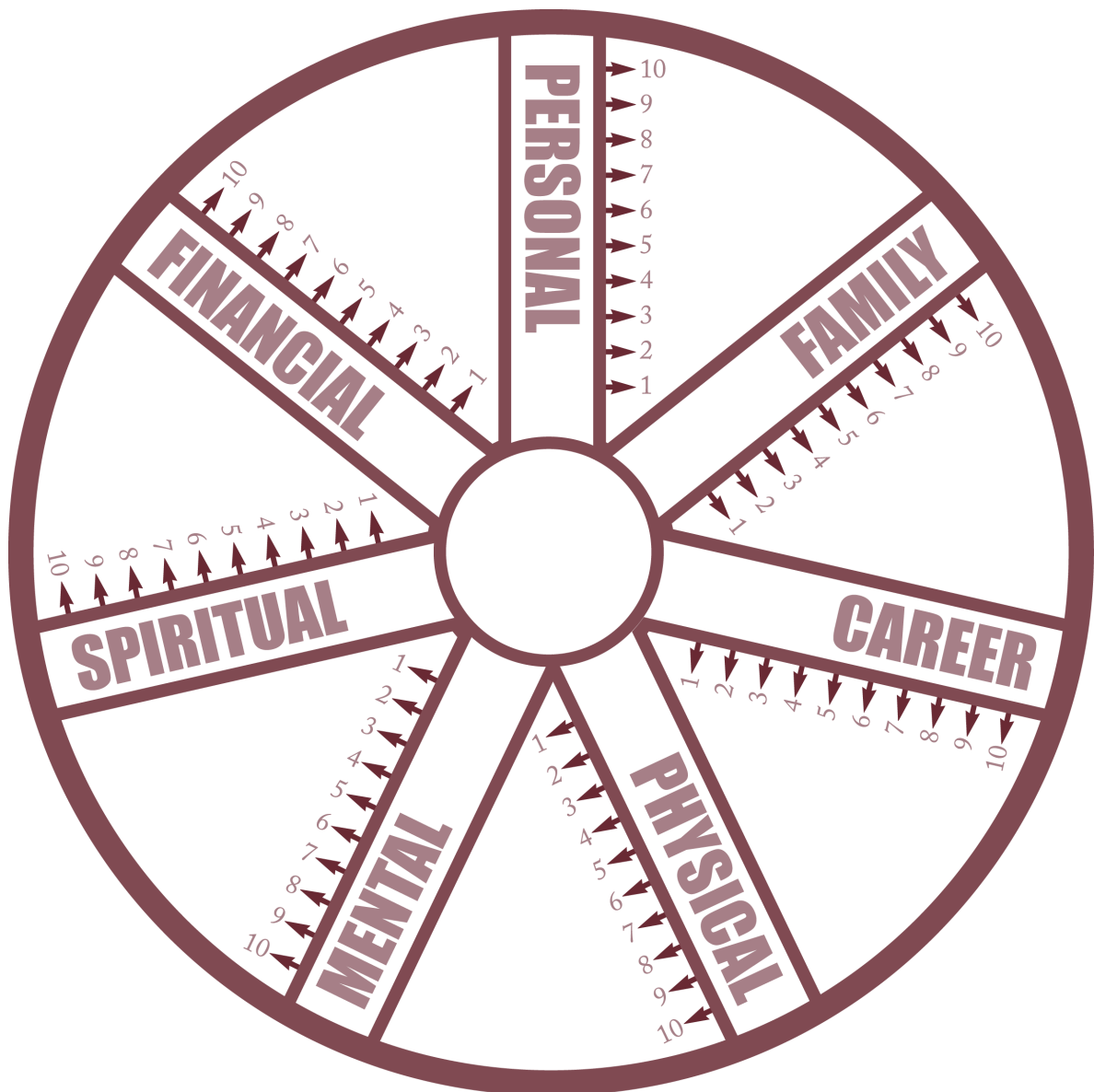
After hearing/reading the compliments, answer these questions.

1. How do you feel hearing/reading these compliments?
2. What was more difficult, giving or receiving the compliments?
3. Why?
4. How will your response affect how you give feedback to others in the future?

## Your "Areas" for Achievement

### CONFIDENTIAL

Each of the "spokes" coming from the "hub" below represents an area for achievement in your life. Rate your proficiency in each by placing an "X" through the number that best represents where you are today (1 is poor and 10 is excellent).



## **“Factors” for Consideration**

On a scale of 1-10, with 1 being an area needing much improvement and 10 being an area needing no improvement, rate yourself on these two pages. These are the “key factors” in each of the goal setting areas of your life. If the factor does not apply to you, simply write N/A (not applicable) in the space.

### **Physical**

- \_\_\_\_\_ appearance
- \_\_\_\_\_ regular checkup
- \_\_\_\_\_ energy level
- \_\_\_\_\_ muscles toned
- \_\_\_\_\_ regular fitness program
- \_\_\_\_\_ weight control
- \_\_\_\_\_ diet & nutrition
- \_\_\_\_\_ stress control
- \_\_\_\_\_ endurance & strength
- \_\_\_\_\_ other \_\_\_\_\_

### **Spiritual**

- \_\_\_\_\_ believe in God
- \_\_\_\_\_ inner peace
- \_\_\_\_\_ influence on others
- \_\_\_\_\_ spouse relationship
- \_\_\_\_\_ church involvement
- \_\_\_\_\_ sense of purpose
- \_\_\_\_\_ attitude for giving or donations
- \_\_\_\_\_ prayer
- \_\_\_\_\_ Bible Study
- \_\_\_\_\_ other \_\_\_\_\_

### **Financial**

- \_\_\_\_\_ proper priority
- \_\_\_\_\_ personal budget
- \_\_\_\_\_ impulse purchases
- \_\_\_\_\_ earnings
- \_\_\_\_\_ living within income
- \_\_\_\_\_ charge accounts kept current
- \_\_\_\_\_ adequate insurance
- \_\_\_\_\_ investments
- \_\_\_\_\_ financial statement
- \_\_\_\_\_ other \_\_\_\_\_

### **Personal**

- \_\_\_\_\_ recreation
- \_\_\_\_\_ exercise
- \_\_\_\_\_ friendships
- \_\_\_\_\_ community activities
- \_\_\_\_\_ hobbies
- \_\_\_\_\_ service clubs
- \_\_\_\_\_ quiet time
- \_\_\_\_\_ growth time
- \_\_\_\_\_ consistent life
- \_\_\_\_\_ other \_\_\_\_\_

## "Factors" for Consideration

### Mental

- \_\_\_\_\_ attitude
- \_\_\_\_\_ intelligence
- \_\_\_\_\_ formal education
- \_\_\_\_\_ continuing education & training
- \_\_\_\_\_ creative imagination
- \_\_\_\_\_ inspirational reading
- \_\_\_\_\_ compact disc education
- \_\_\_\_\_ inquisitive mind
- \_\_\_\_\_ self-image
- \_\_\_\_\_ enthusiasm
- \_\_\_\_\_ other \_\_\_\_\_

### Family

- \_\_\_\_\_ listening
- \_\_\_\_\_ good role model
- \_\_\_\_\_ principled but flexible
- \_\_\_\_\_ forgiving attitude
- \_\_\_\_\_ build self-esteem of others
- \_\_\_\_\_ express love and respect
- \_\_\_\_\_ meals together
- \_\_\_\_\_ family relationships
- \_\_\_\_\_ dealing with disagreements
- \_\_\_\_\_ time together
- \_\_\_\_\_ other \_\_\_\_\_

### Career

- \_\_\_\_\_ like what I do
- \_\_\_\_\_ understand my job
- \_\_\_\_\_ co-worker relationships
- \_\_\_\_\_ productivity
- \_\_\_\_\_ understand company goals
- \_\_\_\_\_ understand my activity in relationship  
to company goals
- \_\_\_\_\_ appreciate company benefits
- \_\_\_\_\_ opportunity for advancement
- \_\_\_\_\_ career transition
- \_\_\_\_\_ well-trained for my job
- \_\_\_\_\_ other \_\_\_\_\_

Using your General Goals Procedure Chart, volunteer a goal you want to work on. Your partner will help you decide how to best take each of the steps.

### The Seven Steps in Goal-Setting

1. Identify the goal
2. List the benefits – what’s in it for me?
3. List the obstacles to overcome
4. List the skills and knowledge required
5. Identify the people and groups to work with
6. Develop a plan of action
7. Set a deadline for achievement

### Sample Goals Statements

- |                   |  |
|-------------------|--|
| <b>Family</b>     | <ol style="list-style-type: none"><li>1. Spending 4 hours per week with my children.</li><li>2. Having weekly “dates” with my spouse.</li></ol>  |
| <b>Physical</b>   | <ol style="list-style-type: none"><li>1. Walking 30 minutes briskly every day.</li><li>2. Enjoying the health club membership regularly.</li></ol>   |
| <b>Mental</b>     | <ol style="list-style-type: none"><li>1. Reading two inspiring books per month.</li><li>2. Discovering inspired ideas as I concentrate and meditate daily.</li></ol>                           |
| <b>Social</b>     | <ol style="list-style-type: none"><li>1. Enjoying weekly involvement as a volunteer at the hospital.</li><li>2. Opening our home for neighborhood fellowship one evening each month.</li></ol> |
| <b>Spiritual</b>  | <ol style="list-style-type: none"><li>1. Spending 30 minutes each morning reading the Bible.</li><li>2. Attending our church on a regular basis.</li></ol>                                     |
| <b>Financial</b>  | <ol style="list-style-type: none"><li>1. Saving \$15 per week totaling \$780 for the year.</li><li>2. Earning \$400 per month with our part-time family business.</li></ol>                    |
| <b>Career</b>     | <ol style="list-style-type: none"><li>1. Accepting more responsibility on my job.</li><li>2. Beating my monthly quota by 10 percent.</li></ol>   |
| <b>Recreation</b> | <ol style="list-style-type: none"><li>1. Planning vacation to Hawaii.</li><li>2. Enjoying my new hobby.</li></ol>  |

**General Goals Procedure Chart**

**STEP 1**

**Identify Your Goals**

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**STEP 2**

**My Benefits From Reaching This Goal**

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**STEP 3**

**Major Obstacles and Mountains to Climb to Reach This Goal**

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**STEP 4**

**Skills or Knowledge Required to Reach This Goal**

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**STEP 5**

**Individuals, Groups, Companies & Organizations to Work With to Reach This Goal**

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**STEP 6**

**Plan of Action to Reach This Goal**

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**STEP 7**

**Completion Date**

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**General Goals Procedure Chart**

**STEP 1**

**Identify Your Goals**

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**STEP 2**

**My Benefits From Reaching This Goal**

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**STEP 3**

**Major Obstacles and Mountains to Climb to Reach This Goal**

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**STEP 4**

**Skills or Knowledge Required to Reach This Goal**

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**STEP 5**

**Individuals, Groups, Companies & Organizations to Work With to Reach This Goal**

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**STEP 6**

**Plan of Action to Reach This Goal**

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**STEP 7**

**Completion Date**

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## Lost at Sea

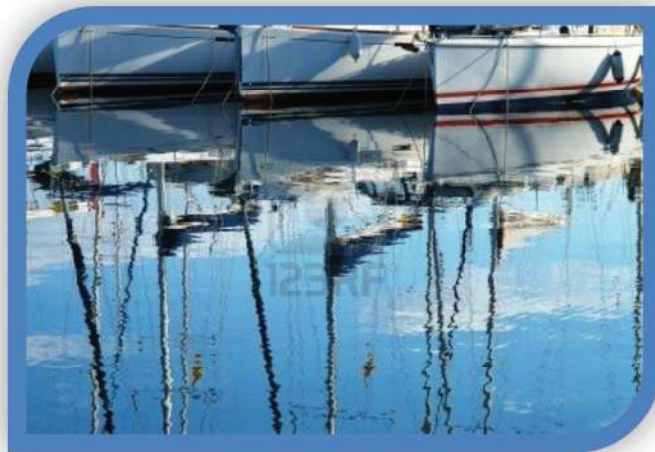
You have chartered a yacht with three friends, for the holiday trip of a lifetime across the Atlantic Ocean. Because none of you have any previous sailing experience, you have hired an experienced skipper and two-person crew.

Unfortunately in mid Atlantic a fierce fire breaks out in the ships galley and the skipper and crew have been lost whilst trying to fight the blaze. Much of the yacht is destroyed and is slowly sinking.

Your location is unclear because vital navigational and radio equipment have been damaged in the fire. Your best estimate is that you are many hundreds of miles from the nearest landfall.

You and your friends have managed to save 15 items, undamaged and intact after the fire. In addition, you have salvaged a four man rubber life craft and a box of matches.

Your task is to rank the 15 items in terms of their importance for you, as you wait to be rescued. Place the number 1 by the most important item, the number 2 by the second most important and so forth until you have ranked all 15 items.



# Lost at Sea Ranking Chart

Items	Step 1	Step 2	Step 3	Step 4	Step 5
	Your individual ranking	Your team ranking	Coast Guard ranking	Difference between Step 1 & 3	Difference between Step 2 & 3
A sextant					
A shaving mirror					
A quantity of mosquito netting					
A 25 liter container of water					
A case of army rations					
Maps of the Atlantic Ocean					
A floating seat cushion					
A 10 liter can of oil/petrol mixture					
A small transistor radio					
20 square feet of opaque plastic sheeting					
A can of shark repellent					
One bottle of 160 proof rum					
15 feet of nylon rope					
2 boxes of chocolate bars					
An ocean fishing kit & pole					
			<b>Totals</b>	<b>Your score</b>	<b>Team score</b>

# Discussion Questions

1. How were decisions made?
2. Who influenced the decisions and how?
3. How could better decisions have been made?
4. Did people listen to each other? If not, why not?
5. What roles did group members adopt?
6. How was conflict managed?
7. What kinds of behavior helped or hindered the group?
8. How did people feel about the decisions?
9. How satisfied was each person with the decision?  
(Rate your satisfaction from 1-completely unsatisfied to 10-completely satisfied)  
Go around the group and obtain a group average.  
  
My rating: \_\_\_\_\_ Group Average \_\_\_\_\_
10. How would you do the activity differently if you were asked to do it again?
11. Compare individual and group performances. Why do you think it turned out this way?