

Creating Positive Change in Others

Three Thoughts on Change

- o People feel awkward and self-conscious when they are doing something _____.
- o More people are comfortable with old problems than they are with _____.
- o People initially focus on what they will have to _____.

P.L.A.N. A.H.E.A.D.

P _____ the change that is needed.

L _____ your steps.

A _____ your priorities.

N _____ key personnel.

A _____ time for acceptance.

H _____ into action.

E _____ problems.

A _____ point to the successes.

D _____ review your progress.

Key Takeaways:

- The Ultimate Test of a Leader is the ability to create positive change in the lives of people.
- You can't turn anything around without changing it.
- People buy into the leader before they buy into the vision.