

THINKING  
LEADERS

# PERSONAL PERFORMANCE

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## Strategies

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# WHAT ARE STRATEGIES?

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Everything you do is a strategy.

Any outcome is a result of the strategy you have run.

Strategies create our results.

If you want to create change, you must understand the strategy.

You can model strategies to get the results you want.

By taking the emotion away and implementing a proven strategy that can be trusted, you are setting yourself up for success.

Consider making a cake.

You need the right ingredients in the right order to make the cake. Change any ingredient or part of the sequence, you don't consistently get the same cake.

Same goes for driving a racing car or choosing a fine wine.

here is a process - a sequence - that must be followed to achieve your desired outcome consistently.

And that's what we are talking about here - consistency. Over and over again.

Are you the expert in this field? Do you consistently get the results you want?

If not, you will need to let go of your ego and biases and follow the strategy.

You can tweak the strategy once you have implemented the successful strategy successfully - but you must be able to consistently replicate it first.

# STRATEGIES DIRECTLY IMPACT SUCCESS

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We need to access what really works and install it in ourselves and take action.

Knowing our strategies creates an awareness of how we achieve our results.

A strategy is the steps we take that gets the outcome.

Our strategies are the internal keys to success.

If we understand how we internally process a strategy, then we can change it, copy an effective one or create a new one.

A strategy is made up of two elements - internal (what we tell ourselves, feel, see, remember) and the external (what happens around us). So it starts internally.

## Personal Strategies Help You...

**1** Motivation - renew your energy

**2** Redirection - review your goals

**3** Internal Resources - be stronger

**4** Habits - stop bad habits & create new ones

# ELICITING A STRATEGY - TOTE - STEP 1

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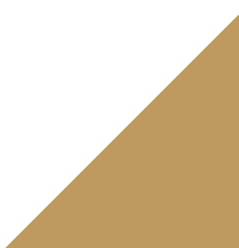
## TRIGGER - OPERATE - TEST - EXIT

**Step 1 - Trigger - the event that kicks off the process. What happens internally to create the external behaviour? What do they see, tell themselves, feel? EG Do they see their gym shoes first or hear motivational music or do they tell themselves to go exercise?**

How did you know it was time to do this?

When did you begin deciding?

What let you know it was time to decide?



## ELICITING A STRATEGY - TOTE - STEP 2

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**Step 2 - Operate - step by step - exact process - consider your internal world - thinking and their external world - your actions.**

What steps do you go through?

What happens next?

And then next?

How did you know there were alternatives?

How do you generate alternatives?



## ELICITING A STRATEGY - TOTE - STEP 3

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**Step 3 - Test - did you get the results you wanted? That's feedback. What are the results telling you? Go back and operate again if needed. Learn more. Confirm the outcomes and benchmarks you are after. What works and what doesn't work?**

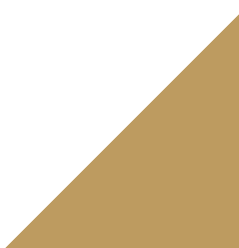
How do you evaluate alternatives?

How do you know when you have succeeded?

How do you test whether you have succeeded?

What has to be satisfied in order for you to decide?

What let's you know if you have not yet succeeded?



## **ELICITING A STRATEGY - TOTE - STEP 4**

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**Step 4 - Exit - only if you the operation of the strategy results in the behaviour you want. Who do you need to be to run this strategy over and over to create consistent outcomes?**

How do you know which alternative to take?

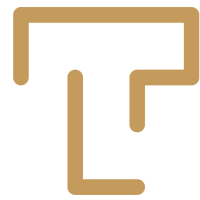
How do you know that you have decided?



# NOTES

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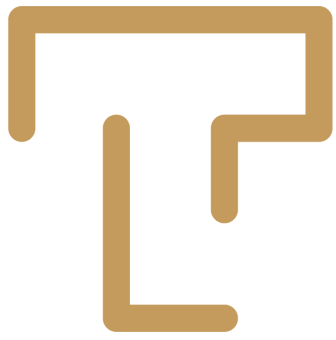




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# NOTES

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