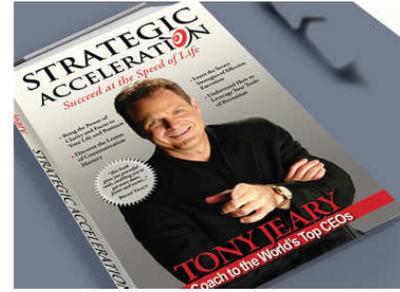


STRATEGIC ACCELERATION

Succeed at the Speed of Life



Exercise 15: Give Value and Do More Than is Expected

My father taught the most important business principle of my life: “Give value; do more than is expected!” For individuals and businesses to realize their vision and truly succeed, this principle should drive all thought processes.

Exceeding Expectations

This exercise will help you determine how you can exceed the expectations of others, and provide value to them that was not expected. You'll be asked to consider and document your top talents and skills, your loves and passions, your uniquenesses and value, and how you could better leverage all of them. Finally, you'll write a "fantasy testimonial" which is what you'd like a raving fan to say about you. At the end of the exercise, you'll see how you can better capitalize on what makes you YOU, which will in turn enable you to give value and do more than is expected.

Exceeding Expectations

Question

Your Answer

What are your top talents and skills?

What do you love to do?

What are you passionate about?

What truly makes you unique?

What do others value about you?

What could you do to better highlight or leverage the above?

Write your "fantasy testimonial" – what you'd like a raving fan to say about you.



Exceeding Expectations: Example

Question	Your Answer
What are your top talents and skills?	<i>Presenting, inspiring others, setting positive examples for the team, time management, mentoring</i>
What do you love to do?	<i>Help others grow, inspire others to change positively, speak and train</i>
What are you passionate about?	<i>Growth, change, being positive</i>
What truly makes you unique?	<i>People really do listen when I speak; they seem to readily engage with me and what I have to say</i>
What do others value about you?	<i>Honesty, integrity, authentic "self", obvious commitment to the team, work ethic</i>
What could you do to better highlight or leverage the above?	<i>Talk more about why my values are important to me, show others how to be more effective through more mentorship and 1:1 training/interaction</i>
Write your "fantasy testimonial" – what you'd like a raving fan to say about you.	<i>"Carolyn is by far the most nurturing and positive manager I've ever had. She always takes the time to listen and guide me, and has really helped me grow both personally and professionally. Through her mentorship, she's taught me the skills I need to mentor others, and as a result our team is much more connected and growth-oriented than ever before."</i>