

# CONSISTENT

1. Agreeing or accordant; compatible; not self-contradictory:

*His views and actions are consistent.*

2. Constantly adhering to the same principles, course, form, etc.:

*a consistent opponent.*

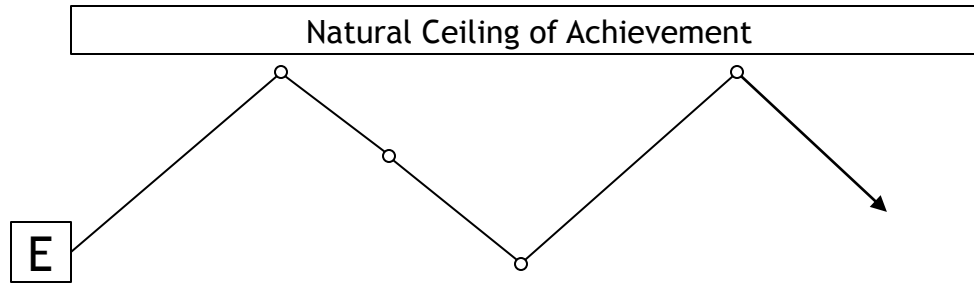
*If you are not consistent, you will lose the trust your team has in you. When you lose trust, you lose the locker room.*

# COMPLACENT

1. pleased, especially with oneself or one's merits, advantages, situation, etc., often without awareness of some potential danger or defect; self-satisfied:  
*The voters are too complacent to change the government.*

# Goals Demand Change

- The Entrepreneurial Approach
  - “Doing What Comes Natural”



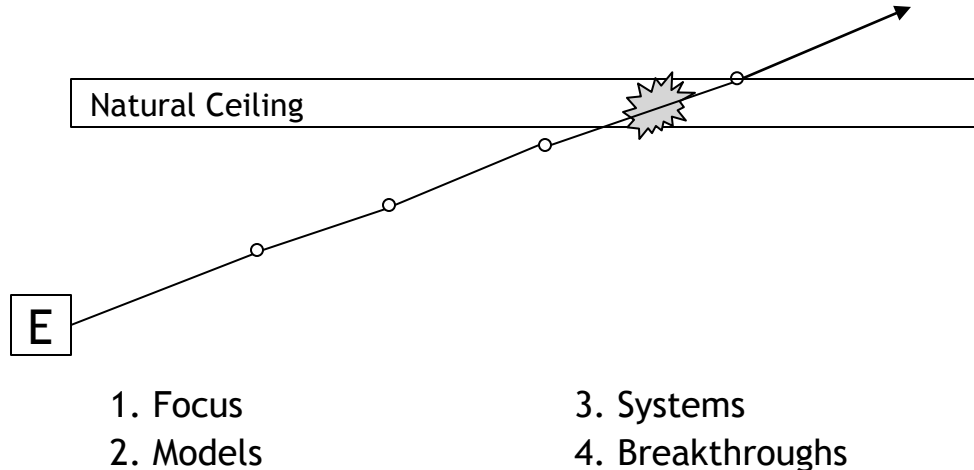
1. Disappointment  
2. Resignation

3. Greener Pastures  
4. The Cycle Continues

BILL WHITTLE TRAINING MATERIAL

# Goals Demand Change

- The Purposeful Approach
  - “Doing What Comes Unnaturally”



BILL WHITTLE TRAINING MATERIAL

# What Is IT?

IT

# What Is IT?

QUIT  
on

# What Is IT?

**RECOMMIT**  
RECOMMIT

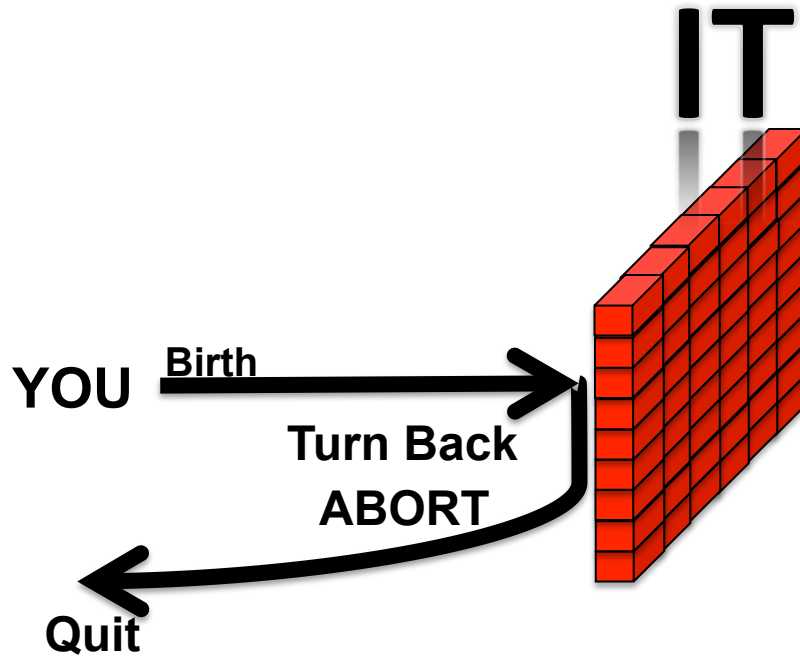
# What Is IT?

YOU

IT

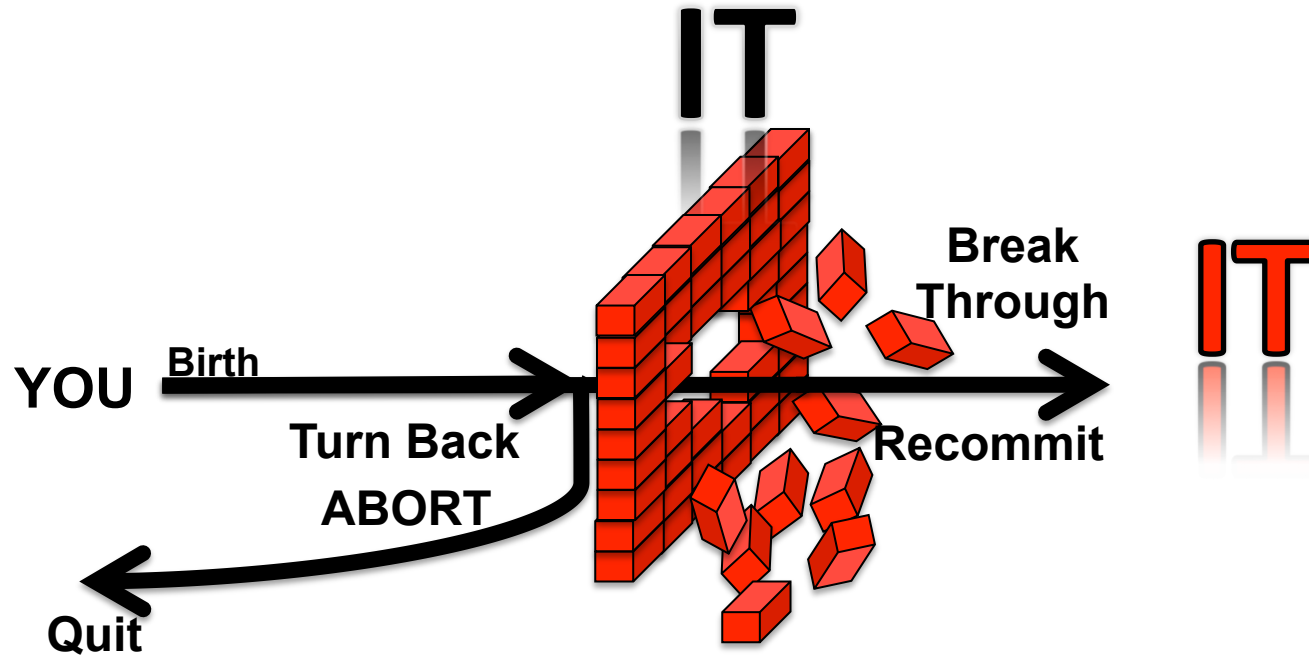


# What Is IT?

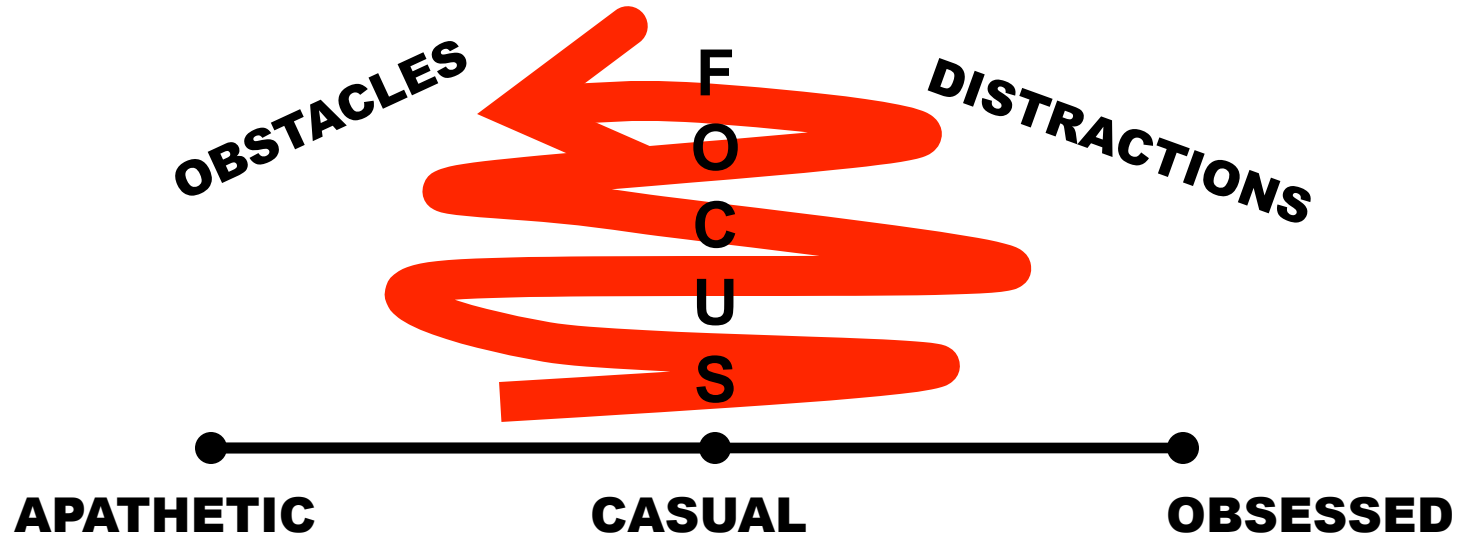


IT

# What Is IT?



## YOUR GOAL



**\* LEVEL OF IMPORTANCE will FUEL your Effort!**  PRIMERICA™

YOUR GOAL



OBSTACLES

F  
O  
C  
U  
S

DISTRACTIONS

APATHETIC

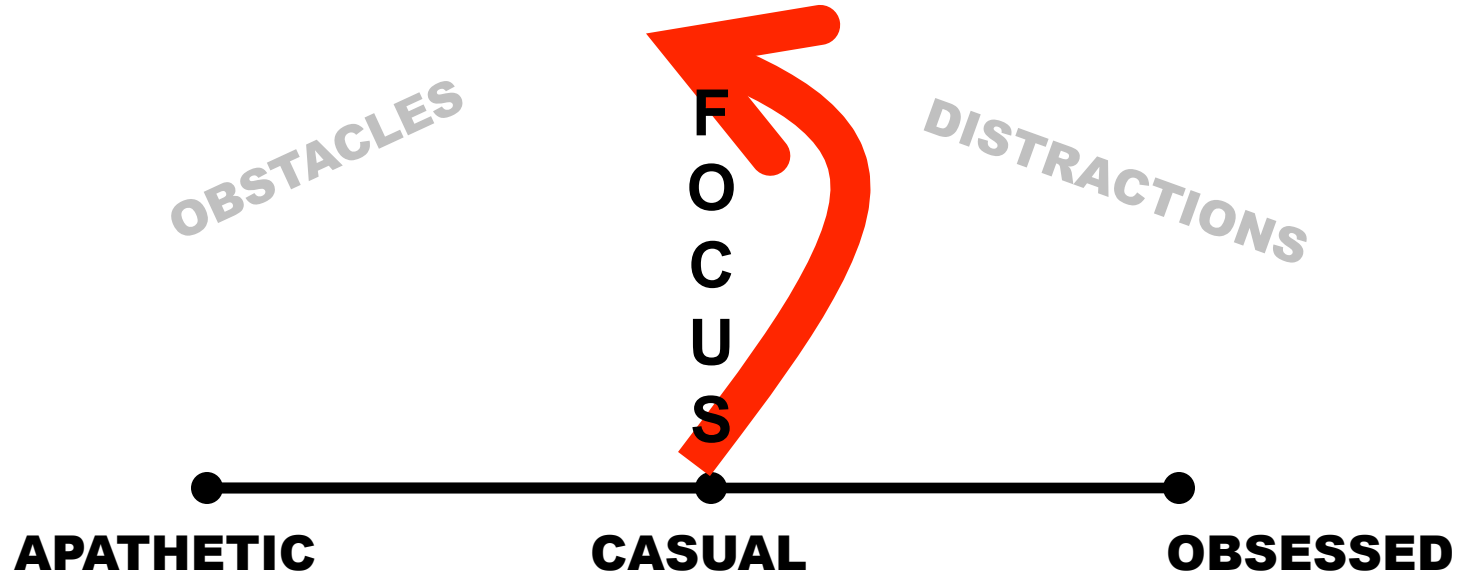
CASUAL

OBSESSED

**\* LEVEL OF IMPORTANCE will FUEL your Effort!**

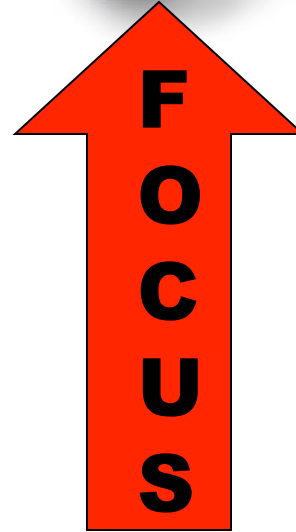


## YOUR GOAL



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## YOUR GOAL



OBSTACLES

DISTRACTIONS

**APATHETIC**

**CASUAL**

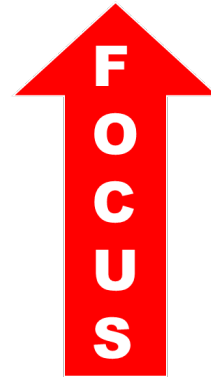
**OBSESSED**

**\* LEVEL OF IMPORTANCE will FUEL your Effort!**

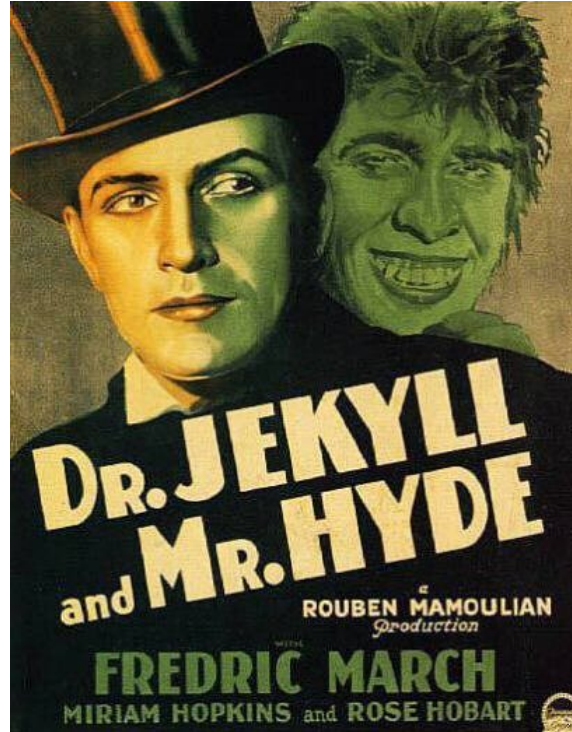


# 90 DAY REVIEW

- 6. Which diagram best describes your focus the past 90 days?



- 7. Which diagram best describes your Energy the past 90 days?
  - Apathetic \_\_\_\_\_ Casual \_\_\_\_\_ Obsessed \_\_\_\_\_









BILL WHITTLE TRAINING MATERIAL

# CONSISTENT



# BE HUMBLE

- 1. Don't think you know it all. See yourself as a life-long learner who is always seeking ways to learn, grow, and improve.
- 2. See everyone, including your competition, as teachers and learn from everyone.
- 3. Be open to new ideas and strategies to take your work and team to the next level.
- 4. When people tell you that you are great, don't let it go to your head. (and when they tell you that you stink, don't let it go to your head.)
- 5. Live with humility because the minute you think you have arrived at the door of greatness it will get shut in your face.
- 6. Remember that today's headlines are tomorrow's fish wrap.

# BE HUNGRY

- 1. Seek out new ideas, new strategies, and new ways to push yourself and your team out of your comfort zone.
- 2. Be willing to pay the price that greatness requires. Don't be average. Strive to be great.
- 3. Become the hardest working team you know.
- 4. Love the process and you'll love what the process produces.
- 5. Make your life and work a quest for excellence. Every day ask how can I be better today than I was yesterday?
- 6. Don't rest on past laurels. Make your next work your best work.