



	Chapter 2 EYES	Chapter 3 GOING BEYOND YOUR PERFORMANCE	Chapter 4 BEST PRACTICE	Chapter 5 EXERCISING THE MIND	Chapter 6 DISRUPTING THE STATUS QUO	Chapter 7 ELEVATING YOUR HOW	Chapter 8 CONNECTIONS AND INSIGHTS	Chapter 9 MAKING YOUR POINT
STEP 3 You'll really add value ...	... if you Identify and remove other people's roadblocks	... if you help people see your potential	... if you Fail fast	... if you develop your EQ and SQ	... if you can drive and deliver change	... if you immerse yourself in values	... with insights and outcomes	... by moving the conversation onto value
STEP 2 It's really good ...	...to have an ongoing reality check	... to put yourself in the performance sweet-spot	... to stop the errors as early as possible	... to have an open mind and be non- judgmental	... if you can spot the opportunities to disrupt	... to negotiate well	... to identify stakeholders and build alliances	... if you communicate about the future
STEP 1 It's perfectly OK to ...	... be comfortable in your own skin	... maximise your performance	... prepare, prepare, prepare	... understand then adopt some well- practiced techniques	... engage with change	... be considerate, be respectful, be aware	... build key connections	... re-structure your messaging

Chapter 1 – THE FOUNDATION: “Selling won’t help... but helping will sell...  
Show the value you bring”.

Introduction – YOUR PLAN FOR SUCCESS

Foreward – ARE YOU IN THE 95% OR THE 5% ?