

• **YES! You Can Do It** •

James Feldman, CITE, MIP
President
Shi^ft Happens!®

888 Shi^ftHpn^s or 312 527-1111



Shift Happens!

Remember when?

- A computer was something on TV
- A window was something you hated to clean
- Ram was the cousin of a goat
- Meg was the name of my girlfriend
- Gig was a job for the night
- An application was for employment.
- A program was a TV show
- A microchip was a very, very small snack
- A semiconductor worked part time for the symphony
- A CD was a bank account
- And if you had a 3" floppy and You hoped nobody found out



Shift Happens!

Remember when?

- The five leading causes of death in the US were:
 - 1. Pneumonia and influenza 2. Tuberculosis 3. Diarrhea
 - 4. Heart disease 5. Stroke.
- Plutonium, insulin, and antibiotics hadn't been discovered yet.
- The average life expectancy in the United States was forty-seven.
- Only 14 percent of the homes in the United States had a bathtub.
- Only 8 percent of the homes had a telephone.
- A three-minute call from Denver to New York City cost \$11.00.
- There were only 8,000 cars in the US and only 144 miles of paved roads.
- The maximum speed limit in most cities was ten mph.
- The population of Las Vegas, Nevada was thirty.



It is a time when Shift Happens!

- **In this business of yours, you can't afford to rest on your laurels, even to pause in retrospect. Times and conditions change so rapidly that you must keep your aim on the future.**



It is a time when **Shift Happens!**

- We write more and learn less
- We plan more but accomplish less
- We've learned to rush but not to wait
- We have to recognize that change will take place ...so what follows is information that may help you in your understanding of this reality.
- There is no permanent security on this earth...only opportunity
- Successful people embrace change
- Hard work pays off in the future
- Facing the challenges of change means you let go of what you can not control and learn how to solve new problems so you can grow.



Creative Approach To Problem Solving

- Define The Problem
- Gather Information
- Investigate Alternatives
- Evaluate
- Take Action
- Repeat



Focus On **Better**

It'll get

BIGGER



It'll Get **Better** Using...

- Confidence
- Enjoyment
- Focus
- Motivation
- Communication
- Past Success
- Consistency



It'll Get **BIGGER**

- Because the feel of your marketplace is not something you get second hand. Embrace it.



What Is An **Attitude** ?

- Worldview
 - Viewpoint
 - Paradigm of Thought
 - Valuing of Life
 - Way of Judging
 - Mindset
- “We See The World Not as it is but how We Are” *Steven Covey*



What Is Your **Attitude** ?

- Do you have the

RIGHT ATTITUDE?



The Highway Of Life Is A Toll Road

- Whatever you want in life you must give us something to get it.
- The greater the value, the greater the sacrifice is the required.
- Everything has a price.
- There is a price to pay if you want to make things better, a price to pay for leaving things the way they are



The **Highway** Of Life Is A Toll Road

- Nothing worthwhile comes easy
- Work, continuous work, and hard work is the only way to accomplish results that last
- You will find that there is no success at bargain basement prices



7 Proven Ways To Ensure Success

- Set Expectations
- Identify Key Corporate Drivers
- Select The “Right” Customers
- Implement In Phases
- Draft An All Star Team
- Measure Your Progress
- Evangelize



Success Is A Matter Of Expectation

- Expect Success and it is yours.
- When you feel your innermost being that you will achieve success it opens the way to attain it.
- The dreams you choose to believe in will come to be.
- There is no medicine like hope, no incentive as great, no tonic so powerful as the expectation of something tomorrow.
- Begin by always expecting good things to happen. You will find what you expect to find and you will receive what you ask for.
- Set your sights high, make your path clear and expect to attain them.
- Success is yours if you really want it.



Success Is A Matter Of **Expectation**

- Everyone works smarter when there is something in it for them



Empowerment

Empowerment

- The Power To Have Control Of Your OWN Destiny



**To be empowered means you
have set goals.**

- Seven goal setting ideas that will help you to achieve whatever you want out of your... career...family...life.



goal setting

- MEANINGFUL... and Important to YOU



goal setting

- STRETCH... out of your comfort zone



goal setting

- VERIFIABLE...
Tangible way of
measuring goals



goal setting

- **BELIEVABLE...**
50/60% Probability of achieving your goal. A realistic assessment of yourself and your abilities



goal setting

- ENJOYABLE...

Pleasure for both the process and achievement should be lots of fun



goal setting

- **ATTITUDE...** and not aptitude determines your altitude. Enjoy the journey.



goal setting

- It is ALWAYS up to you to make the next move.



GET PREPARED FOR SUCCESS

- Your preparation for success is absolutely essential.
- You must discipline yourself to achieve success.
- You must constantly develop your skills, increase your knowledge, and make new personal contacts everyday.
- Lay the groundwork for your success by being prepared.
- Luck is a matter of preparation meeting opportunity.
- There are no shortages of opportunity around you.
- Don't miss an opportunity because you're not prepared.
- Every day you are presented with numerous opportunities to be, or do, or create whatever you desire.
- When you are prepared, you're always in the right place at the right time.



Gifts that do not cost a cent that YOU can give back

- The Gift of Listening
- The Gift of Affection
- The Gift Of Laughter
- The Gift Of A Compliment
- The Gift Of A Favor
- The Gift Of Cheerful Disposition
- The Gift Of A Written Note
- The Gift Of Solitude



Gifts YOU can give back- *The Gift of Listening*

- You must really listen.
- No interrupting, no daydreaming
- No planning your response
- Just Listening



Gifts YOU can give back- *The Gift of Affection*

- Be Generous with appropriate hugs, kisses, pats on the back and handholds.
- Let these small actions demonstrate the love you have for family, friends, and contributors.



Gifts YOU can give back-

The Gift of Laughter

- Clip cartoons. Share articles and funny stories.
- Sign up for daily email jokes and cartoons.
- Your gift will say. “I love to laugh with you.” Do it often
- Send a note to Megan and thank her for her great sense of humor she shared.
- Try memail.com for cartoons and jokes including Cathy, Ziggy, and more



Gifts YOU can give back- *The Gift of A Compliment*

- A simple and sincere “You look great in red.” “You did a super job” or “*That was a wonderful dinner presenter. Thanks, Frank! It was a great ending to a well planned meeting.*”



Gifts YOU can give back- *The Gift of A Favor*

- Every day, go out of your way to do something kind. Do it without regard for payback. Do it because you want to, not because you have to.



Gifts YOU can give back- *The Gift of A Written Note*

- It can be a simple “Thanks for the help” note or a full sonnet. A brief handwritten note may be remembered for a lifetime and may even change a life. It could tell your contributor you care and thank them again.



Gifts YOU can give back- *The Gift of A Written Note*

- There are times when we want nothing better than to be left alone. Be sensitive to those times and give the gift of solitude to others. They may not give to you but you can always give to them.



You Are The Best... and you CAN do it!

- The purpose of a goal is to focus attention.
- There is no achievement without goals
- Keep moving after you achieve your goal and set another
- Always have something ahead of you



You Are the Best...

■ You Are
The Voice



You Are the Best...

■ **You Must
Lead**



You Are the Best...

■ **You Must
Believe**



You Are the Best...

■ **You Must
Create**



You Are the Best...

■ **You Are A
Leader**



You Are the Best...

- You Must
Defy The
Odds



You Are the Best...

- **You Must
Set New
Standards**



You Are the Best...

■ **and YOU
CAN DO IT!**



You Can Make Success Happen!

- Always accept the responsibility for your actions.
- Always set a higher standard for yourself.
- No one is going to do it for you.
- Only you can make it happen.



You Can Make Success Happen!

- Always remember, high expectations always precedes high achievement.
- Once your mind stretches to a new idea it never goes back to its original dimensions.
- Think big goals and you'll win big success.



You Can Make Success Happen!

- You cannot do everything, but you can do something.
- Your success is but a determined action away.
- Your life will always be what you make of it.
- Your thoughts and actions will lead you to success or failure.
- So the keys to your success are in your hands.



Shift Happens!

You Are The Best and You Can Do It!

- The **Nature** of Life is to *Change*
- The **Adventure** of Life is to *Learn*
- The **Beauty** of Life is to *Give*
- The **Opportunity** of Life is to *Serve*
- The **Purpose** of Life is to *Grow*
- The **Challenge** of Life is to *Overcome*



*You Are Part of the
T•E•A•M with*

- T= Talent
- E= Experience
- A= Attitude
- M= Motivation



See Things Big But Keep Things Simple

One Size Does Not Fit All

- You can download the video from the web site showing the robe story. Enjoy and remember: something *simple* can become something *serious*. It is not the problem but the attitude of how the problem was handled.



In closing...

Carefully watch your thoughts, for they become your words...

Manage and watch your words, for they will become your actions...

Consider and judge your actions, for they have become your habits...

Acknowledge and watch your habits, for they shall become your character...

Understand and embrace your character, for it becomes your destiny, your dreams

