




HOW TO BE A R.E.A.L. SUCCESS

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 Regional Director of Operations



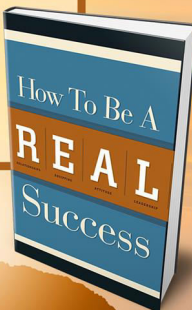


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HOW TO BE A R.E.A.L. SUCCESS

Lunch & Learn
 based on the book by John C. Maxwell



The JOHN MAXWELL Team

- R Relationship
- E Equipping
- A Attitude
- L Leadership

SUCCESS!

Today, we will cover ATTITUDE.

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HOW ATTITUDES IMPACT AN INDIVIDUAL

What is attitude?

"A person cannot travel within and stand still without."
— James Allen



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HOW ATTITUDES IMPACT AN INDIVIDUAL

Our Attitude...

1. Is a Choice

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JOHN MAXWELL Team

Our Attitude...

1. Is a Choice
2. Determines Our Approach To Life

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JOHN MAXWELL Team

Our Attitude...

1. Is a Choice
2. Determines Our Approach To Life
3. Determines Our Relationship With People

"The most important single ingredient to the formula of success is knowing how to get along with people." Teddy Roosevelt

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JOHN MAXWELL Team

Our Attitude...

1. Is a Choice
2. Determines Our Approach To Life
3. Determines Our Relationship With People
4. Is the Only Difference Between Success and Failure

"Always be kind to your A and B students. Someday one of them will return to your campus as a good professor. And also be kind to your C students. Someday one of them will return and build a two-million dollar science laboratory." The President of Yale University

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Team

Our Attitude...

1. Is a Choice
2. Determines Our Approach To Life
3. Determines Our Relationship With People
4. Is the Only Difference Between Success and Failure
5. At the Beginning of a Task Will Affect the Outcome More Than Anything Else

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Team

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3. Determines Our Relationship With People
4. Is the Only Difference Between Success and Failure
5. At the Beginning of a Task Will Affect the Outcome More Than Anything Else
6. Can Turn Our Problems into Blessings

What is the difference between an obstacle and an opportunity? Our attitude towards it. Every opportunity has a difficulty and every difficulty has an opportunity.
—Sidlow Baxter

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6. Can Turn Our Problems into Blessings
7. Can Give Us an Uncommonly Positive Perspective

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THE JOHN MAXWELL TEAM

WOMEN IN NECA
WINFL
NECA FUTURE LEADERS

How Can You Succeed in a Male Dominated Industry?



How Can You Succeed in a Male Dominated Industry?

Cultivate Confidence

Be assertive. Being heard in male-dominated industries sometimes means learning to not allow others to speak over you or interrupt you. That doesn't mean you need to adopt rude behaviors and interrupt others, but it does sometimes mean insisting on having your say.

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How Can You Succeed in a Male Dominated Industry?

Stay Positive

*Nothing generates good will or builds morale among other employees more powerfully than a **good attitude**. Let your thoughts linger on your past victories, not defeats, and focus on the milestones you're set to achieve in the future..*

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How Can You Succeed in a Male Dominated Industry?

Be an aggressive life-long learner

Keep on top of the news in your specialty area and in your broader market daily. Take advantage of every relevant seminar and continuing education class you can. Stay on your toes. Being informed will help build your confidence, and you'll be a valuable resource to your teammates.



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How Can You Succeed in a Male Dominated Industry?

Care about being respected more than being liked

If a consistent, impulsive "sorry" is part of your go-to set of immediate responses to a disagreement, banish it from your vocabulary. Don't be a pleaser.



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How Can You Succeed in a Male Dominated Industry?

Learn how to handle conflict

This doesn't mean being combative. Nor does it mean constantly seeking to avoid conflict. When a conflict pops up, try to be forward-looking and positive: "So how do we move past this?" Don't attack other people personally, ever, and don't let them attack you. Stay focused on the issue at hand. Don't hold a grudge.



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How Can You Succeed in a Male Dominated Industry?

Take on a leadership role

Eventually, if you're good at your job, you may be offered the chance to take leadership on a project. Don't turn that down. But don't wait for it, either. Push yourself to be the go-to person on an issue you know a lot about and can take charge of.



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How Can You Succeed in a Male Dominated Industry?

Get active in women's associations - Connect!!

There are fantastic opportunities for camaraderie, mentorship and business networking in organizations, as well as in industry-specific ones, too, such as the Women in NECA!! Take advantage of this!!



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How Can You Succeed in a Male Dominated Industry?

Support other women

Be Ethical. Women who treat others fairly and ethically tend to both be happier people and more productive employees. Remember: Agreeableness is not a weakness and kindness is not a vice.



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THANK YOU

for making your growth a priority.

Ask me about additional coaching and training.

