

8 Ways to Great

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True success starts with a state of mind. It takes specific actions and behaviors to move from intentions into action and get results.

**The one thing that
differentiates high fliers
is that they've learned to
*think differently.***

**For those who do well in
life and biz, being good
enough just isn't good
enough, they want to be
the best.**

Principle No 1 : Find your WHY?

2 Questions you need to ask :

- a. What have I chosen to do what I do?**
- B. Why am I still doing it?**

Principle No 2 : Get to know yourself.

The perfect leader-if such a person exists – is methodical and careful about making decisions, extremely disciplined, resilient to setbacks, with a high degree of internal confidence. He holds strong opinions but is also able to admit quickly when he is wrong, not take it personally and view it as a learning opportunity. He understands the value of leaving his ego at the door. He is willing to trust his gut and place big bets.

Pick 3 to 5 from this list of strengths:

1.Decisive,2.Analytical,3.Supportive,4.Focussed,5.Optimistic,6.Calm,7.Curious,8.Persuasive,9.Organized,10.Smart

Pick 3 to 5 from this list of weaknesses:

1.Easily distracted,2.Intolerant,3.Too softhearted,4.Introverted,5.Procasinator,6.Lazy,7.Afraid to take risks,8.Indecisive,9.Forgetful,10.Poor sense of time.

Take a look at the strengths you have picked and ask yourself these two questions: 1. How can I use this particular strength to help me do better and 2. How can this strength get in the way of me doing better?

For example:

Strength	How it helps	How it hurts
1. Calm	Able to keep my head in crises	Don't convey urgency to others
2. Organized	Helps me to set priorities	Spend too much time on putting things in order

Take a look at the weaknesses you have picked and ask yourself these two questions: 1. How can this weakness get in the way of my doing better? 2. How can this weakness help me to do better?

For example:

Weakness	How it hurts	How it helps
1. Forgetful	Can forget deadlines	Makes me double check
2.Intolerant	Don't like to delegate	Demand the best of others

Principle No 3 : Learn to love the process.

All winners know that there are two kinds of goals-long term outcome goals and short term process goals.

I use CHAMP as an acronym around goals:

C : Controllable, i.e. within your control

H:Hard-goals must be slightly out of reach

A:Accountable : have the discipline to make yourself do what you have committed

M:Measurable,you have some objective way of measuring your progress and

P:Positive , you always state your goals in positive terms, telling yourself what to do.

Principle No 4 : Sharpen your edge.

**When you are taking a risk,
think like a casino. In a casino,
every single game is
statistically designed so that
the odds favor the casino!**

**Principle No 5 : Be all
that you can be.**

Internally based confidence means that you always get into the game believing you're the best, regardless of how well anyone else is doing. It means you determine your own value and don't settle for less.

Principle No 6 : Keep your cool

**Keeping your cool means
not letting your ego or
emotions come in the way
of making smart decisions.**

**The most successful leaders
look at volatility as an
opportunity.**

Principle No 7 : Get comfortable with being uncomfortable.

**Waiting for the last piece of the
jigsaw puzzle to fall into place
to take a decision is not good.**

**“But” can be one of the
most negative words at
work.**

**Being scared sometimes
is a good thing, it keeps
you sharp and on your
toes.**

Principle No 8: make yourself accountable

Most people lack the structure or the willpower or the discipline to make change happen. That's where the gap between wanting and achieving come.

Winners commit themselves to their goals, not because they want to, but because they know they have to in order to reach the highest levels of success.

**For winners and champions,
their desire to the best at what
they do outweighs their desire
to *not* do these things**

You have to maintain an intense level of mental toughness each and every day of your life. That is what makes top performers in every field remarkable.

**Accountability
requires
consequences.**

Keep a journal:

- 1. What did I do well today?**
- 2. What did I do poorly?**
- 3. What will I do differently next time?**
- 4. What lessons did I learn?**
- 5. What is my game/plan for tomorrow?**

Thank you