



entrepreneur whisperer

Ann Watson

Mindset Coach

If you don't build
your dream
someone else will hire you
to help **build theirs**

Tony Gaskins Jnr

Build your Dream

Leadership is about being
accountable to your purpose

We all only have one life

We all have the same number of hours in a day

Day to Day Leaders – please step forward

Maybe this will boost the calibre of world leaders

Are you a manager ?

You get things done

You plan and budget

You organise and allocate resources

You put in controls and solve problems

Are you fulfilled in this role ?

or

Would you like to be someone who shows the direction

Someone who has influence

Someone who motivates and inspires

Then a Leader you must be: Yoda

A Whole and Purposeful Life

The most **IMPORTANT** act you can ever do is to determine what is personally purposeful for you - **whole of life purposeful !!**

How do you do this ?

Articulate your Values

Define your Purpose

Create the vision where your values and purpose are manifested in the real world in an effective way

Your career and business

Your community

Your relationships

Then work your heart out !!!

What are your values

What stirs you

What would you be noted for your

Wisdom

Courage

Humanity

Justice

Temperance

Transcendence

Values.....

Wisdom

Creativity, Curiosity, Judgement, Love of Learning, Perspective

Courage

Bravery, Perseverance, Honesty, Zest

Humanity

Love, Kindness, Social Intelligence

Justice

Team work, Fairness, Leadership

Temperance

Forgiveness, Humility , Prudence, Self regulation

Transcendence

Appreciation of Beauty, Gratitude, Hope, Humour, Spirituality

How do you think – what do you naturally prioritize

Are you only driven by the outcome

Do you care about who it will involve

Do you respond to innovation

Will you only engage if there is a tried and
true method

Now how do you like to communicate

Visual

Auditory

Kinaesthetic

Audio-Digital

Your whole of life Purpose

Will Include

These values....

This type of thinking priority....

And will be communicated best by....

Hints

Don't lose yourself trying to be everything to everyone else

There is natural talent but excellence still requires practice and dedication (plenty of Mensa people are unemployable)

Remember 10,000 hours makes you an expert

Other people just look like they have an advantage, they will only have an advantage if you if don't believe in yourself

Don't make assumptions

Don't take things personally

The Dream

Is it a career ?

Is it a business ?

Is it a project ?

Review what is happening in your world now
What's working – What is not satisfactory

Ask yourself a range of questions to articulate what your
world will it look like at its full potential

Build the Dream

Plan - Why, What, When, Where ,Who

Research – Real data , Potential alliances

Set SMART Goals - Specific, Measurable, Achievable,
Relevant, Time based

Believe in nothing – Test everything!

Respond to feedback – there is no such thing as failure

Write it down

Business Plan

One page or full business case

Task List

The Dream

You now should have

The Motivation

based on your purpose and vision

A Map

based on business plan

Now the Who?

- Finance
- Alliances
- Suppliers
- Employees

How to engage...

Finance

- Highly motivated
- Plan in your hand

Alliances & Suppliers

- Highly motivated
- Plan in hand
- Shared gain

Employees

- Alone you can work hard but always limited in time and energy
- Alone you make a difference, with employees you can build substantial change

Engaging Employees

Advertise the position embedding your values in the
language

When interviewing explain the prime vision

7% word, 38% tone, body language 55%

Match the employee's talent to the tasks on the job
description

Regular meetings

Listen

Get rid of toxic people

Employees

Prime resource of any sustainable project is engaged and pro-active staff Enable them to act !

People will work hard if

- They trust you,
- You capable in your own right and have a strong understanding of your employee, no room for laziness
- You make timely decisions
- You communicate well
- Train your team
- Being accountable
- Be rather than tell
- Notice and acknowledge improvement and accomplishment
- Reinforce the shared Vision

Benefits of knowing your own Purpose

You will remain motivated longer

You will become the expert

Decisions will be easier

Innovation (future proofing and opportunity)

You will be better able to delegate

You will be empowered to take on more

You will feel worthy

You will be resilient

Likely you will describe yourself as happy and
successful

Ann Watson is the



Call today on **0430 442 260**
for a chat about taking your wealth, success
and happiness to the next level.

*Every blade of grass has its angel that bends over it and whispers "Grow, Grow."
— the Talmud*

