



Presentation by: 
Dr. Debbie Phillips, CPM®



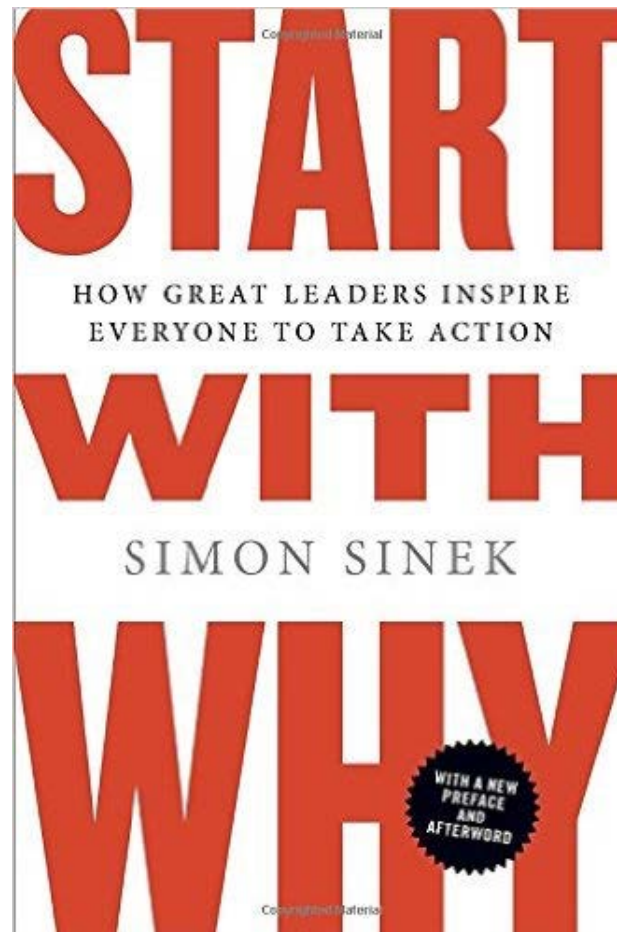
Dr. Debbie's Daily Dozen

- Keep your eye on the “why”
- Focus on *intentions* first, then *goals*.
- Small actions really do add up.
- Build community one member at a time.
- Identify your next step.
- Play to your base.
- Frame your mind: Scarcity vs. Abundance
- Use your gifts daily.
- Let go of the old! What's working and not working?
- Tighten your filter to control your environment.
- Pace with people. Everyone's mountain is different.
- Expect success!

What's the best advice
you could give someone?



Keep Your Eye On The Why



Focus on *Intention* First,
Then Goals!



A green road sign with the word "Intention" written on it in white, slanted letters. The sign is mounted on two wooden posts and is set against a blue sky with scattered white clouds. The sign is tilted slightly to the right.

Small Actions Really Do Add Up

SMALL ACTIONS
× LOTS OF PEOPLE
= BIG CHANGE

Build Community One Member at a Time



Identify Your Next Step

**WHAT'S YOUR
NEXT STEP?**

Play to Your Base



Frame Your Mind

Scarcity vs. Abundance

by Michael Hyatt

SCARCITY

There is never enough

Stingy with knowledge, contacts and compassion

Default to suspicion; hard to build rapport

Resent competition. Makes the pie smaller, them weaker

Ask self: How can I get by with less than expected?

Pessimistic about the future; tough times are ahead

They think small, avoiding risk

They are entitled and fearful

ABUNDANCE

There is always more where that came from

Happy to share knowledge, contacts and compassion

Default to rapport and build trust easily

Welcome competitors. Makes the pie larger, them stronger

Ask self: How can I give more than expected?

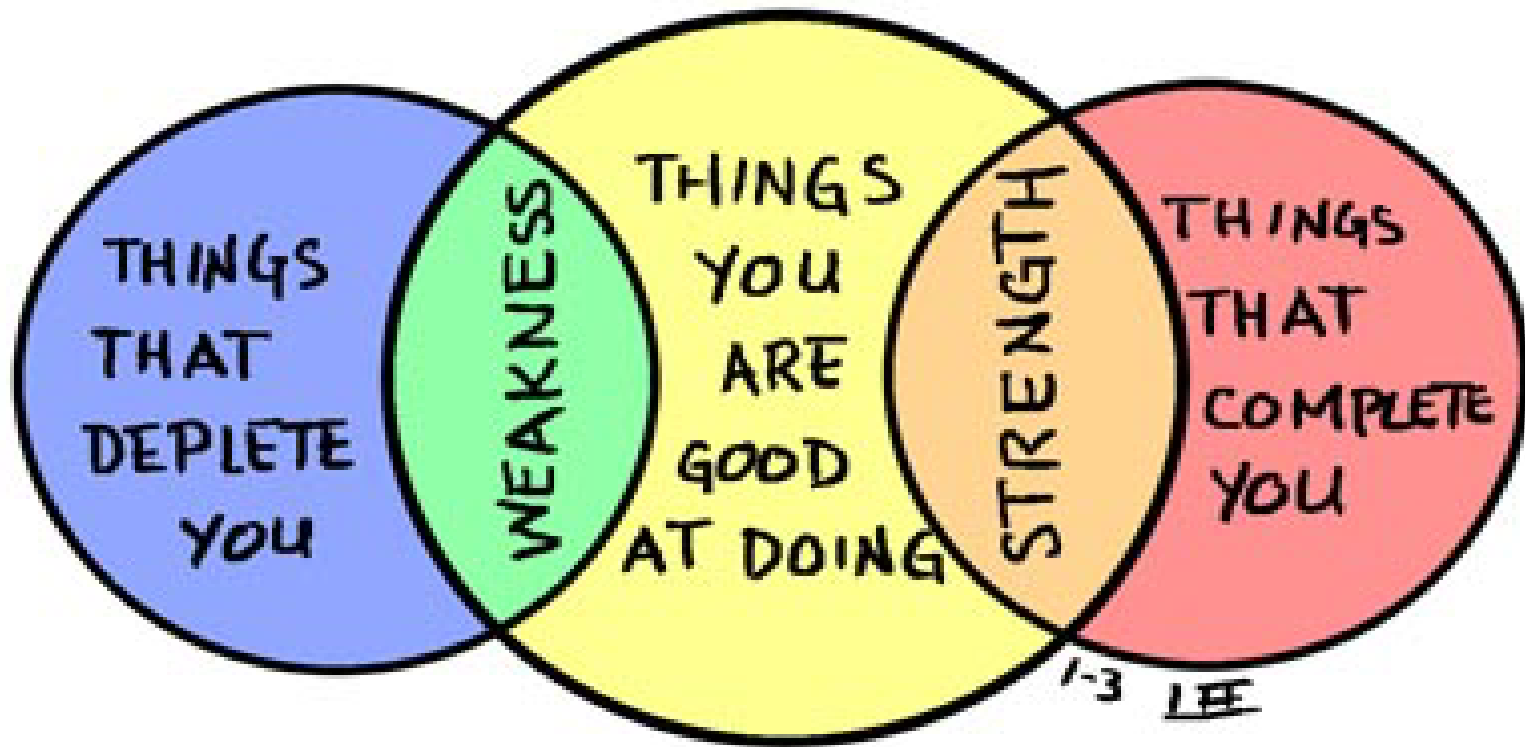
Optimistic about the future; the best is yet to come

They think big, embracing risk

They are thankful and confident

SOURCE: <http://michaelhyatt.com/064-two-kinds-of-thinkers-podcast.html>
Compiled by Chuck Frey, author of *Up Your Impact* - <http://upyourimpact.com>

Use Your Gifts Daily



Marcus Buckingham, 2012

What's Working? What's Not Working ?



**LETTING GO OF THE OLD.
MAKING ROOM FOR
THE NEW.**

Tighten Your Filter and Control Your Environment



Pace with People...
Everyones Mountain is Different





**EXPECT
SUCCESS**

“I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

Maya Angelou

