

BizTimesMedia

Presents:



elevate

YOUR LEADERSHIP

Lead with Intention, Purpose and Skill

Keynote Sponsor:





TIM KIGHT

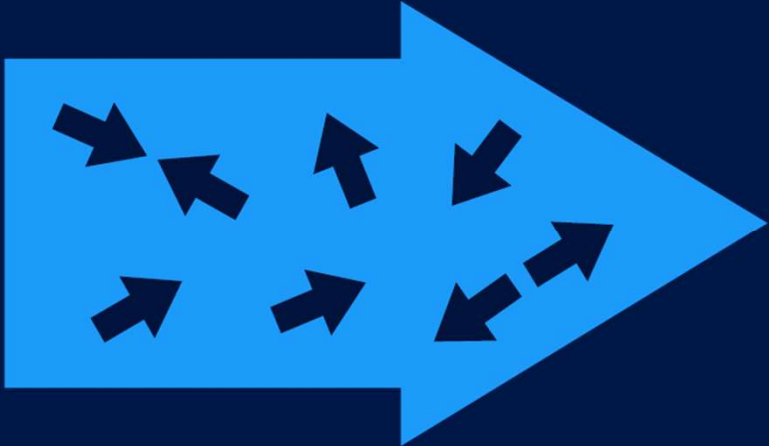
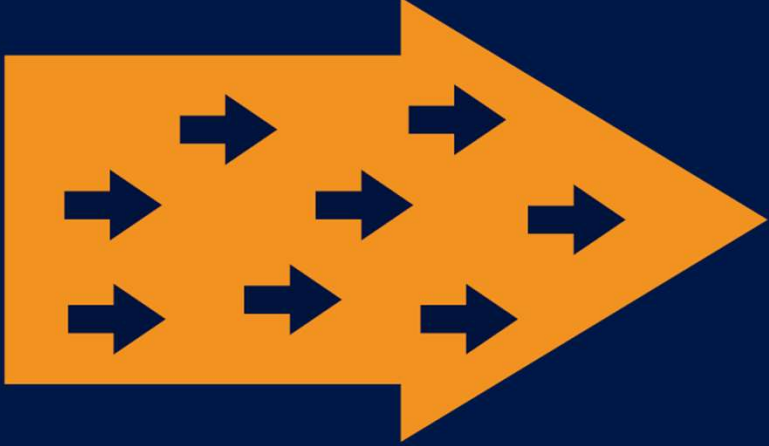
Founder & CEO, Focus 3

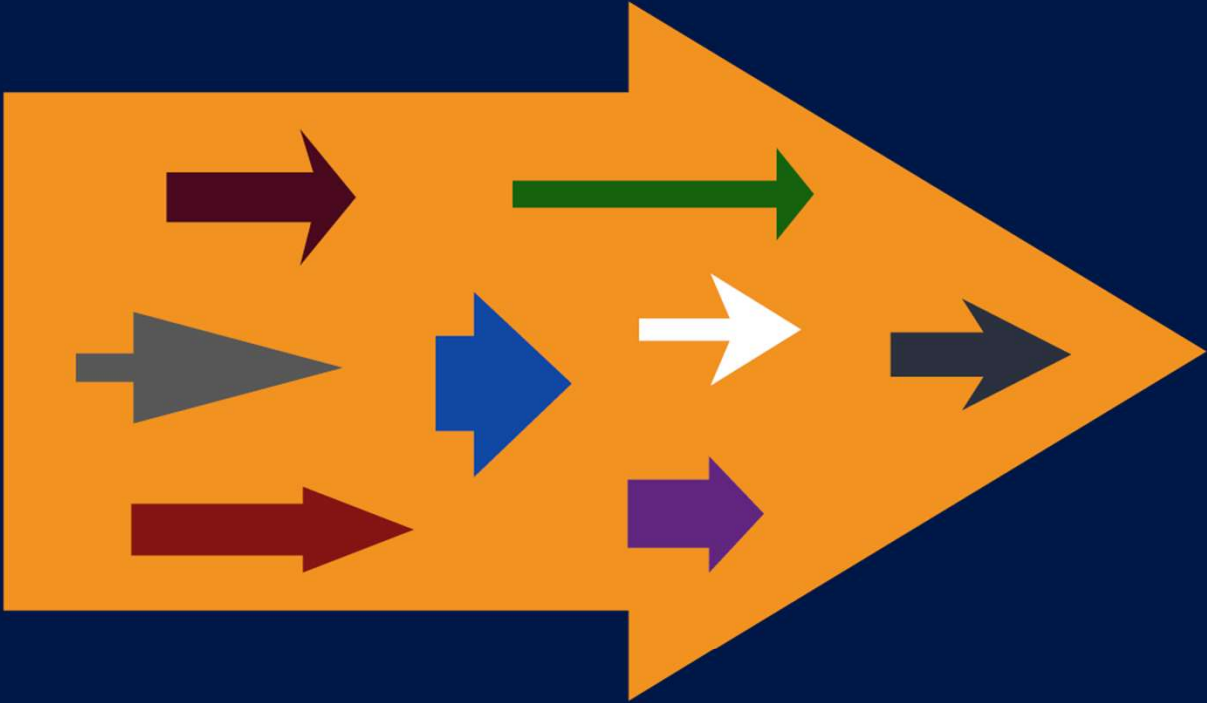


FOCUS 3

The Performance Pathway









Job skills rise
no higher than
behavior skills

Organization

Team

Your 20 Square Feet

DISCIPLINE

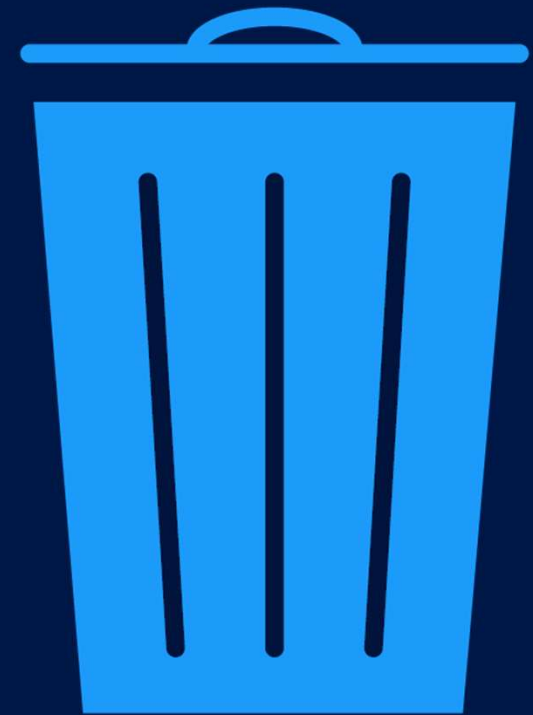
- *Intentional*
- *On-purpose*
- *Skillful*

DEFAULT

- *Impulsive*
- *On-autopilot*
- *Resistant*

~~BCED~~

Get rid of any
lingering **attachment**
to the **entitled mindset**
that you shouldn't have to
deal with frustrating
or inconvenient things.



THE **R** *FACTOR*



E + R = O

Event + Response = Outcome



Your R is the
key variable.

*If you want a
better O, choose
a better R.*

The Six Disciplines



R:1 Press Pause



**Clarity of vision
drives quality
of response.**

What Event do I have?

What Outcome do I want?

$$\mathbf{E} + \mathbf{R} = \mathbf{O}$$

What Response do I need?



R:2 Get Your Mind Right



Default Emotion

Distorts what you see
Disrupts how you feel
Limits what you do

Manage your stories.

*Master the art of
productive self-talk.*

The discipline-driven voice feeds productive
emotion and empowers you.
It whispers. You need to amplify it.

The default-driven voice feeds disruptive
emotion and holds you back.
It shouts. You need to minimize it.



R:3 Step Up

Your R must meet the
demands of the situation.



Work the process.
Invest the time.
Solve the problems.



R:4 Adjust & Adapt


Success goes to those who navigate change quickly and with a positive attitude.



—
Most people
resist change.

*Don't be like
most people.*





Don't let the rate of
change *around you*
exceed the rate
of change
within you.



DISCIPLINE

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R:5 Make a Difference



*Your **R** is an **E**
for others.*



—

*There are
three ways
you make a
difference ...*

Attitude → *felt*

Action → *seen*

Words → *heard*



R:6 Build Skill



Talent comes
from genetics.

*Skill comes
from training.*



Three Commitments:

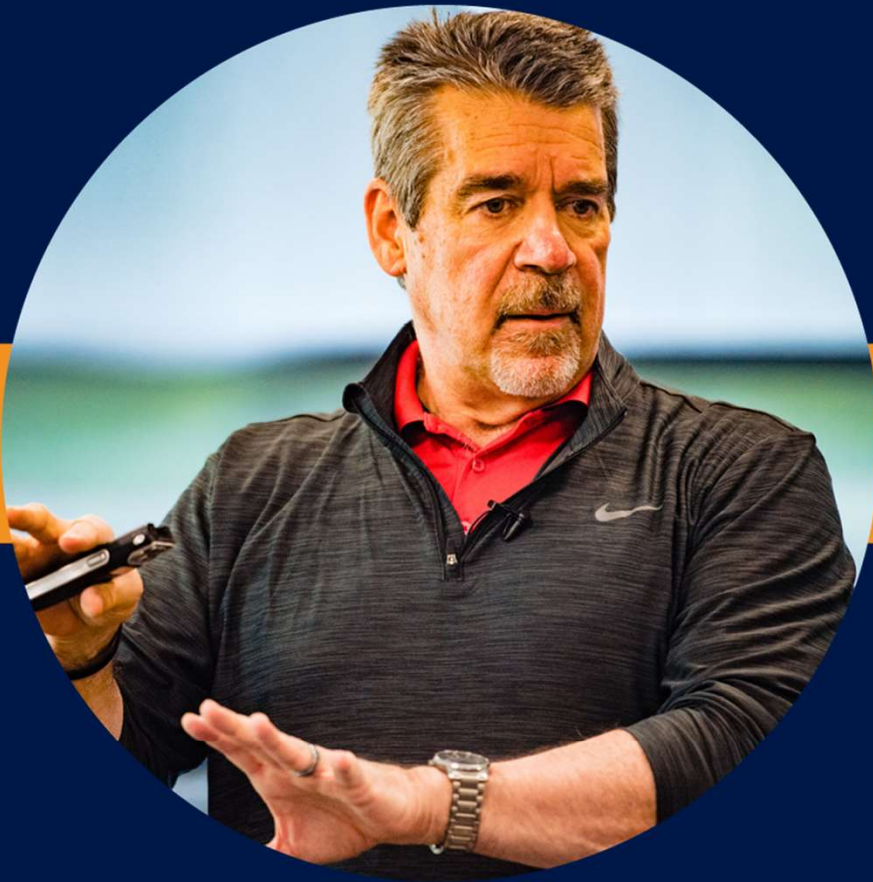
1. Choose the mindset
2. Do the work
3. Be coachable

E + R = O

Welcome to the journey!



FOCUS 3



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