

*Speaktacular!*

**There IS  
Always a WAY  
if YOU are Committed!**

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**What does commitment  
mean to YOU?**

**Your definition = Your level of success!**

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# Commitment

**“To pledge or obligate, (oneself)”**

**Latin root meaning “to connect”**

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**Connections form the core of employee commitment-connection to the organization's values, connections to the work itself, connections to colleagues, connection to your boss and connection to your success. These shared connections create a Culture of Commitment.**

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**“MUST” components for the NEW belief!**

**1. Beliefs**

**2. Decision**

**3. Will**

**4. Imagination**

**5. Perseverance**

**6. Team player**

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**Belief drives behavior!**

**Your thoughts  
become things!**

**What you think about  
you bring about it!**

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## Beliefs

- **Identify your limiting beliefs in each seemingly impossible business situation.**
- **Write them down.**
  - “That’s Impossible!”
  - “Yea, like that is ever going to happen in a million years.”
  - “Turning cement to sand would be easier.”
  - “I can never do anything different.”
- **Rewrite them to the positive.**
- **Roger Bannister story!**

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**“Your history does  
not determine  
your destiny.”**

**-Mary Manin Morrissey**



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## **Decision**

- **Comes from the Latin root, “ci-dere” which literally means “to cut from.”**
- **Once you make a TRUE decision, the universe conspires to make it happen!**
- **“Think and Grow Rich” by Napoleon Hill, a study of the 500 wealthiest men.....**
- **Hernan Cortes story!**

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## **Hernan Cortes!**

- **Sailed from Cuba to Mexico in 1519 with plans to conquer the Aztec empire.**
- **His crew wanted to sail back to Cuba, Cortes made the decision to burn the ships.**
- **No options were left but to succeed, the town is now known as Veracruz.**
- **I'm curious, what ships do you need to burn?**

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## Will

- The “Will” is more important than the “Skill” when it comes to scaling a wall.
- Can you remember a time in your business when every door closed and YOU had the “Will” to continue until one was opened?
- President Lincoln story!

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## Imagination

- **Comes from the root meaning... “To Imagine!”**
  - To Imagine is your birthright!
- **Like a muscle...**
  - If you don’t use it, you lose it!
  - Since it doesn’t cost a dime to dream, you’ll never short change yourself when you stretch your imagination.
- **Alexandre Gustave Eiffel story!**

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## **Alexandre Gustave Eiffel!**

- **Approximately 700 proposals were sent in for the design competition, Eiffel won!**
- **He calculated the distance between the 2,500,000 rivets in the tower to one-tenth of a millimeter and the wind pressures at all heights so that the tower could withstand them.**
- **The tower was so perfect that the Scientific American of June 15, 1889 published that is was, “without error, without accident, and without delay.”**
- **It has been a part of history for over a 100 years!**

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***“Imagination  
is more important  
than knowledge!”  
-Albert Einstein***

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## **Perseverance**

- **Webster's edition..**
  - To persist in an idea, purpose, or task despite obstacles.
- **On a scale of 1-10 how do you rate your ability to persevere?**
- **Thomas Edison story!**

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## **Thomas Edison Story!**

- **Did you know...Edison failed over 9000 (that's thousand) times before perfecting the light bulb!**
- **A reporter asked, "How did it feel to fail over 9000 times. Edison replied, "I was glad I found 9000 ways not to invent the light bulb!**
- **From then on Edison went on to receive 1,092 patents, more than any other person in U.S. history.**



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## **Team Player**

- **Remember...There is NO “I” in team!**
- **Master mind strategy!**
- **Canada geese story!**

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**9 dot exercise!**

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## **There IS Always a WAY if YOU are Committed!**

- **9 dots = Mind expansion**
- **9 dots = New belief**
- **9 dots = New strategies**
- **9 dots = New unbelievable results**
- **9 dots = New anchor**

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**“WHY NOT!”**

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