Increasing Your Organizational & Personal Value

Keith W. Houck
What is Value?

For the purposes of our discussion:

Value is how you are viewed not how you perceive yourself.
Success is your own personal definition of what you want to accomplish.

Value is determined by others. Beauty is in the eye of the beholder.
Are You in Alignment?

Boy! The current is tough today!

We might as well turn back—this is getting us nowhere!
For the most part, Improvement requires *change*, which includes *discomfort* and *risk*. 
What’s Important?

Find your purpose
Commit to personal improvement
Develop the right attitude
Nurture real relationships
Learn to deal with stress
Develop trust
Why am I Here?

“The two most important days of your life is the day you were born and the day you learn why.”
Why am I Here?

Nothing adds more meaning to life than discovering your purpose and living it out day by day.

When you know your purpose you can transform our life.
“Stop looking for the perfect job. Start looking for the position that gives the best expression of who you are.”

Kevin McCarthy
“The purpose of life is to listen—to yourself, to your neighbor, to your world, and to God and, when the time comes, to respond in as helpful a way as you can find...from within and without.”

Fred Rogers
Purpose

Purpose should evoke passion.

Passion requires both commitment and sacrifice.
Purpose: Why do I exist?
Vision: Where am I going?
Mission: How do I get there?
Values: What is important?
When you become good at who you are, you will be great at what you do.
Personal Improvement

Strive to become a little better every day.
The people who accept criticism the best are the people who are genuinely interested in self-improvement.
Learn to See Yourself Through The Eyes of Others

Garfield
By Jim Davis

YOU'RE RIGHT, ODIE. THAT OTHER DOG IS STUPID LOOKING.

JIM DAVIS 10.21
Be Prepared

Be the best that you can be.

Luck occurs when opportunity and preparation intersect.
At the end of each day:

Most Improved
Most Valuable
Attitude isn’t everything, but it impacts everything.
Attitude is the way we look at things.
Attitudes Have A Ripple Effect

Everything you say or do influences those around you.
Do not under-estimate the importance of your attitude.

“First we make our attitudes, then our attitudes make us.”

Dennis Waitley

“Whether you think you can or think you can’t...you’re right.”

Henry Ford
By altering your attitude, you can alter your life.
Relationships Really Matter
Relationships are Necessary
Relationships help us to define who we are and what we can become.

Donald Clifton and Paula Nelson
Relationships

Take responsibility for the relationships in your live.

Place a high value on others.

Commit yourself to helping add value to others.
Be Likeable

The Likeability Factor
by Tim Sanders

The capacity to produce positive attitudes in others about you.
Be Likeable

Friendly
Relevant
Empathetic
Real
Friends are the family we choose for ourselves.
Leadership is a relationship between those who aspire to lead and those who choose to follow.
Stress
Stress

Is Stress Good or Bad?

Stress is the catalyst for growth and development.
Stress for Success

Your ability to deal with stress will ultimately affect your level of personal and professional success.
Correlation between Stress and Compensation
Recovery is Essential
Trust has the potential to create unparalleled success and prosperity in every dimension of your life.
Trust is Critical

Strategy + Execution + Trust = Results
The ability to establish, grow, extend, and restore trust with all stakeholders is the critical competency of the new economy.

Stephen M.R. Covey
Who do you trust?

Why do you trust them?

Who trusts you?
To build trust, a leader must exemplify competence, connection, and character.
What is Authentic Trust?

Trust is both earned and given.

Authentic trust also includes distrust.

You must be willing to take risks.

... be vulnerable.

By demonstrating trust you will earn trust.
Summary

Determine your *purpose*
Commit to *personal improvement*
Develop the right *attitude*
Nurture real *relationships*
Learn to deal with *stress*
Develop an environment of *trust*
Are you up to the Challenge?
Increasing Your Organizational & Personal Value

Keith W. Houck