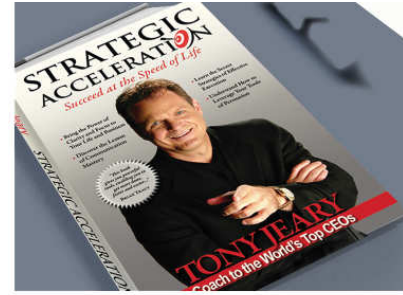


STRATEGIC ACCELERATION

Succeed at the Speed of Life



Exercise 19: Understand What You Are And What You Want To Be

It is important to understand what you are and what you want to be. It's equally important to know what you're *not*, and what you do not want to be! You should not just determine the answers to these questions. You need to teach them, talk about them, and allow them to be reflected in all you say and do. They become statements that form Images of Influence that transmit strategic presence.

Presence Statements

Think through what you value most in yourself and in others. Think about what you want others to see in you, and emulate. Think about the other side, too – what are you NOT?

My Presence Statements

I am:	•
	•
	•
	•
	•
I do not:	•
	•

Presence Statements: Example

I am:	• <i>Disciplined and hard-working</i>
	• <i>Empathic and sensitive to others' needs</i>
	• <i>Deadline-driven and team-oriented</i>
	• <i>Procrastinate and give others the bulk of the burden</i>
I do not:	• <i>Pursue my agenda and goals without concern for others</i>
	• <i>Show up late or miss deadlines</i>