

Recognizing Your Potential
and
(Maximizing your efforts)

PURPOSE & PASSION

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RECOGNIZING YOUR POTENTIAL

I want to thank you for taking this course and allowing me this time to share some important information with you. I know your time is valuable and I don't want to waste a minute of it.

RECOGNIZING YOUR POTENTIAL SESSION III

PURPOSE & PASSION

Our main focus in this session of RYP is Purpose and Passion. Now I know that this may not sound very exciting to some but before we can have passion about anything, relationship, job, life, faith etc. There is something that must become prevalent. I want you to see an equation that is the starting point to achieving everything you want. $\text{Belief} + \text{Behavior} = \text{Results}$.

We are all looking for **RESULTS**, right? But what if we're not getting what we want? Then something must change. The thing that must change is our **BEHAVIOR**. Remember what Einstein said, "*if you want something you never had, you must do things you've never done.*" We must change our behavior. This sounds simple, but it's more difficult for some than others. For a number of us before we can change our behavior we must change something else. That is our **BELIEF**. Remember what I stated in the first session? "*All action is belief driven.*" And here lies the heart of our success in reaching our full potential.

I think you'll agree that they're at least 8 components of our life that we must deal with. Actually they are 9 counting the core from which all others are derived. If we're going to achieve what we were designed to achieve these areas should be balanced. They are: Family, physical, financial, recreational, mental, community, professional and material. And the ninth which I believe is most important is our spiritual self.

We all have these areas in our life or should have all them. Problems occur when they are not balanced. We find many who are successful in 1 or

more but fail in the others causing frustration, divorce, stress, sickness and if not brought into check, failure and even early death.

Each of these areas must flow from the core. Where do our actions come from? Our beliefs! Where do our beliefs come from? They come from many different areas – environment, schooling, faith, up-bringing. Whether you like it or not, believe it or not, we are spiritual beings. Denise Waitley, author of “*The Physiology of Winning*” said it like this, “*We are not human beings having spiritual experiences. We are spiritual beings having human experiences.*” Our beliefs are feed into us and they form the basis for our future. Now, please understand that our beliefs can change based on experiences, education, revelation knowledge etc.

For example, remember September 11? What did Americas do when this tragedy struck? PRAY! something that wasn’t allowed prior, especially in public places. Why? Because it wasn’t politically correct, or most didn’t believe in God, or at least what to admit it? After this we see everyone from the President to daycare praying over the loss of many loved ones in New York, over the leaders of our great nation and the war on terrorism. It seems that is was OK to go to God for protection and answers during that time. I believe we sometime suppress our true belief and it will not be unveiled until some tragedy strikes that cause us to reject everything and everyone and turn to what we believe to be our answer.

It’s like one fellow I know, a few years ago on a Delta flight when the plane developed problems and the announcement came over the intercom to prepare for a crash landing. He was a Minister of the Gospel and He stood and asked the question “*can I pray for our safety,*” he received 100% approval to go ahead and quickly.

It’s time we American’s turn back to what made this nation what it is today. A land of FREEDOM!!! Our forefathers had purpose, courage, commitment, and passion. They sought out a new land where they could worship freely, prosper and grow.

The principles and values they formed are the root cause that allows us to enjoy freedom in America today. And I’m glad there is a point where people will begin to recognize their faith and live what they believe. You may not believe in God, that’s OK, that’s the beauty of America, but at some point we must begin to have faith in something. I’m not here to make you a believer of

Jesus Christ but I am here to show you that the only way I've ever seen anyone live a fulfilled, balanced successful life is living what they believe.

So we're going to focus on PASSION. Passion is important if you are going to become the success you were designed to be. Your passion will determine your success and the success of your company. But where does Passion come from? Purpose! So what is your purpose? Passion comes from a clearly defined purpose for your life. I mean what are you hear for, you were created for a purpose. Everyone wants to know their purpose, why am I here, why do I do the things I do, etc. I guess that's why Rick Warren's book, *The Purpose Driven Life*, has sold so many copies.

Purpose is personal. I believe every person has a specific life purpose. I believe we all have different gifts, talents, skills and abilities that aid us in fulfilling this purpose. But we also have some shared purposes. One such shared purpose is that we are all "PROBLEM SOLVERS." It's important for you to see yourself as a problem solver because solving problems builds relationships and the more problems you solve the greater your relationships are going to be and the greater your relationships the more opportunities will come your way.

Think about your career as a Heating & Air Conditioning Specialist. The problems you solve for your clients are very important because by helping them stay cool or warm will determine their effectiveness to help others solve problems. You are a link in the relationship chain that can have a positive or negative effect on many other people.

So let's see exactly where you are before we continue to define your purpose. Now I'm going to ask the questions and you can think about how you would answer before you set down and put them on paper. Listening is important for all of us. Answer these questions with Usually, Sometimes, or seldom.

1. Respond to others that are speaking with a nod and/or reply with a brief comment such as "Yes" or "I see" confirming to the person speaking that you understand.
2. Decide from the appearance and delivery of the person speaking whether or not what he or she has to say is worthwhile.
3. Determine you own bias, if any, and try to allow for it when listening to others.

4. Keep your mind on what is being said, repeating to yourself key words that will help in remembering the information.
5. Interrupt others immediately when you hear a statement that you feel is wrong.
6. Make sure before answering that you've clearly understood the other person's point of view.
7. Try to have the last word.
8. Selectively listen, filtering out those messages that are not of importance to you.
9. Listen defensively, taking everything personally.
10. Frequently interrupt others before they finish speaking.
11. Think of what you're going to say next as soon as the other person comes up for breath.
12. Mentally or verbally complete the sentences before the person talking has a chance.

These questions will help you determine how well you listen which should help you work on areas where you are weak. A study was conducted several years ago that related listening to salary. The study was conducted on salespeople because it is vital for a salesperson to listen if they want to meet the needs of their prospects. The same is true for all of us regardless of our vocation.

The study showed that an average salesperson listened 20% of the time and talked 80% of the time. The annual income for the average salesperson was \$25,000. A good salesperson listened 50% of the time and earned an average of \$54,000 annually. But an excellent salesperson listened 80% of the time and spoke very little. This person earned \$100,000 plus annually. I believe this is proof that we must become better listeners if we want to be successful at what we are doing.

What can make us better listeners? How do we develop better listening skills? Practice, Practice, Practice. It takes discipline and effort to become an excellent listener but we all can achieve it if we work at it. Take time in the near future to write what you feel your PURPOSE is in life. Your purpose should show:

1. Who you are?
2. Your desires?

3. Your beliefs?
4. Your major goals?
5. What your life should stand for.

I'm not going to ask you to share this information but you should read your purpose statement daily. Before we continue let me explain why I'm going this route.

There are essentially three types of companies that operate throughout the world today. You can recognize them by what their mission is. The first is **PROFIT-DRIVEN**. They focus on making money, the bottom line. It doesn't matter what sign you find in the lobby for visitors to read, there is very little recognition and celebration of the human spirit in these organizations. There is very little or no passion, since it's hard to get passionate about profits especially when they're generated for someone else.

The second type of company is the **CUSTOMER-DRIVEN** company. Here is the first glimmering of synergy, which means "together energy." These companies strive to create a sense of contribution to the customer and the employee. The energy level is significantly higher than in the profit driven company.

But to truly maximize the potential of every human being in the workplace, to bring out a sense of passion and commitment, there is a third level to which a successful organization must seek, that is to become a **MEANING-DRIVEN** company. As humans you and I seek meaning. Remember in our first session we said that *it's not what happens in life that produces quality of life but it is the meaning we apply to what happens that determines the quality of life we have*. Without meaning we feel insignificant, fearful, and disconnected. When we can attach meaning to what we do, we feel significant, confident, and connected to the organization as well as those around us.

A few years ago USA Today printed a study conducted of over 100 companies. In the study the employees of each company was ask what they wanted in their job. Management was asked what they thought their employees wanted.

MANAGEMENT

1. Good Salary
2. Good Benefits
3. Job Security

EMPLOYEE

1. Interesting Work
2. To be appreciated for their work
3. A feeling of being in on things

What the employees wanted was meaning on their job. I believe we as individuals are ultimately responsible for assigning meaning to what we do. However, I'm not excusing supervisors, managers or executives because these individuals have the power to give meaning to the people under their authority. But it is up to you and me to find meaning in what we do.

This reminds me of a story of a man walking past a building site and as he passed he stopped and asked the first man he came to "what he was doing?" The worker replied with disgust, "I'm building a wall." The man was still curious so he stopped and asked a second man. This second worker replied, "I'm building a church." He was a little more forthcoming.

The man went on around the corner and saw another worker that was slapping bricks along the string line with zeal. This workman was whistling cheerfully as he worked. The man asked, "What are you doing?" The third worker replied with a bright smile. "I'm building a cathedral," a place where lives will be changed, this is a building in which marriages and families will be strengthened, the bonds of addiction will be broken, missionaries will be funded and encouraged, and people will lift their hearts and their songs to heaven. The members of our community who walk in here will leave with a real sense of truth and destiny, and with a greater knowledge of our Lord of Glory.

This man was passionate about what he was doing because he gave it meaning. Jack Lannom, author of "*Untapped Potential*" said, "*Only meaning extracts man from mediocrity and propels him into magnificence.*"

Out of purpose comes meaning and from meaning comes Passion. The most powerful thing that has consequence in you life is the decisions you make. These decisions are a result of your purpose. I stated in session 1 that we are the only creatures created on earth that has choices, remember? These choices or decisions form our future.

The **first** decision we face in any situation or circumstance is what do I focus on? Where you focus will determine what you feel, where you go, what you do. We must focus! **Second**. What do things mean? This is the only thing

we have total control over and meaning is what forms our attitude. **Third.** What are you going to do?

Let me say this, “what drives you will determine your decisions.” Does fear, faith, adventure, guilt of the past drive you? Drive means to guide, control or direct. Whatever drives you will determine your life. EXAMPLE

Anything worth living in life requires FAITH / TRUST. When you loose trust you lose meaning and when you lose meaning you lose life. Maybe not physically but inside you die emotionally. Which can lead to physical death.

Massachusetts Department of Health Education & Welfare did a study released a few months ago. In the study they were looking for the “mind / body connection.” The question they were trying to answer was, “What causes someone to die after their 1st heart attack and not recover and live on, especially people under age 50.” They thought the answer would be too much cholesterol in the body not allowing recovery or diabetes, which caused failure. But it was none of these. The study proved that “what caused a person to die after their first heart attack **was “Job Dissatisfaction.”** Those who lived on for years had purpose and meaning in their lives. Not just “well I’m back in the salt mines again, or I’m on the tread meal again.” You and I must have purpose and we must decide what it is.

Example: Victor Franko, Nazi prison camp. He sat waiting to be taken to the gas room and killed but in his mind he was determining that when he got out he was going to educate the world so this would not happen again. He had purpose and meaning.

Example: Harold Barbree, who lived in Birmingham Alabama was my friend for years. He was pronounced with cancer and told he would die within 6 months in 1985. He told the doctors, “I respect you but only God determines when my time is up and I happen to know that I have much more to do before I’m finished on this earth.” He walked out of that hospital and didn’t return until 16 years later. In 2001 He developed a pain and again was told he would die within mos. This time he said, now I’m ready, I’m finished. I spoke at his funeral.

Michael Landon on his death bed stated “I wish someone would have told me early in my life that I was dying then I could have lived every day to its fullest.

The #1 reason people live without Joy and fulfillment is they have no identifiable purpose. Make the choice today and decide to live your purpose. In your purpose you'll find meaning and the special plan for your life.

THINK WITH ME FOR A MINUTE. What did you want to be at age 5, 10, 15. Close your eyes and think about it. Who were your roll models?

Why did you want to be that? (Did it give you a certain feeling?)

What did you want to get from being that person?

Now, rewrite your purpose statement/mission statement.

This ends session III on Purpose and Passion. Below are the evaluation questions for your review before going back to our web site and completing the official evaluation.

Again, thank you for listening and may God richly bless you, your family, and business.

If you are taking more than this section you may select another course and continue.

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EVALUATION

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Session III Purpose and Passion EVALUATION

1. Einstein said, "if you want something you never had, you must do things you've never done."

- a. True
- b. False

2. Where do our actions come from?

- a. History
- b. Parents
- c. Beliefs

3. What did Americans do immediately after the attack of September 11, 2001 that wasn't politically correct before?

- a. Pray
- b. Sing
- c. Complain

4. How much time did the study show an excellent listener spent listening?

- a. 20%
- b. 50%
- c. 80%

5. What can make us better listeners?

- a. Practice
- b. Effort
- c. Focus

6. The study conducted by the Massachusetts Department of Health Education & Welfare discovered that a great percentage of people under age 50 who die from heart attack and stroke did so because of:

- a. Anger

- a. High blood pressure
- b. Job dissatisfaction