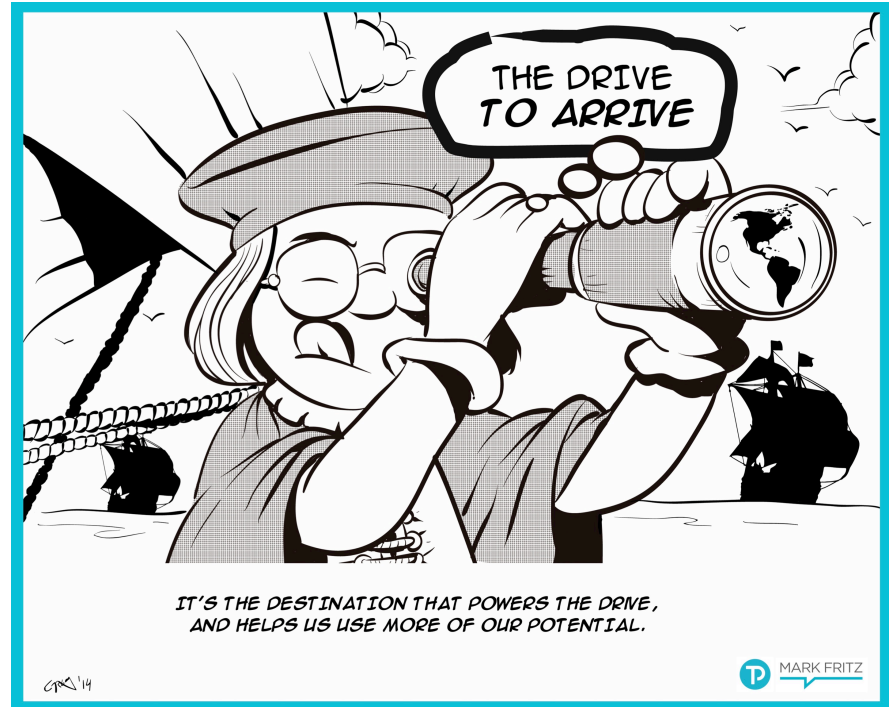


Getting More Done

Mark Fritz

It's More about Achievement than Activity

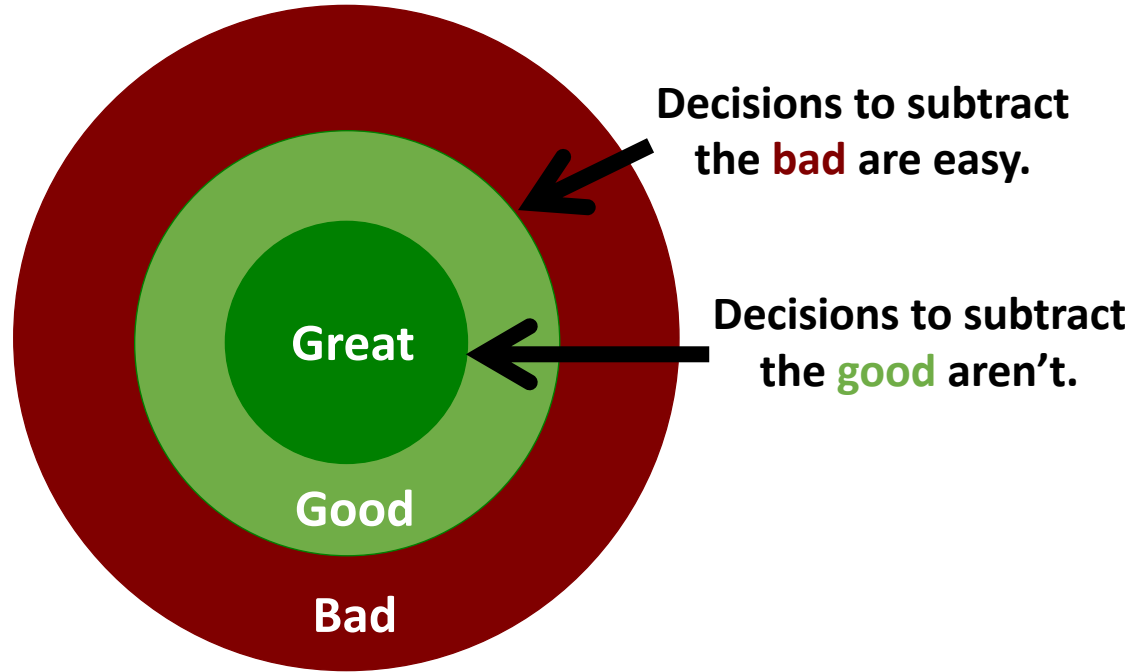
Success is both
a destination
and a journey...
...**achieving** what
you want and
enjoying the trip.



Focus Where You Make the Impact

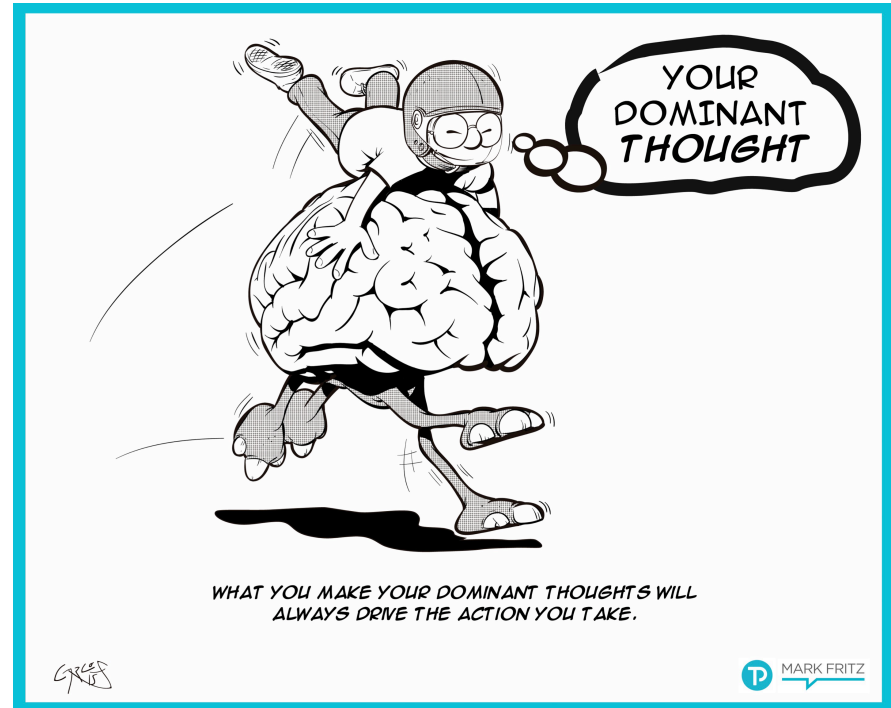
Focus is More about Subtraction than Addition

Are you focusing
the right energy
on the **Great**?



Right Dominant Thoughts in You and Others

Make the **GREAT** a dominant thought in you and others around you.



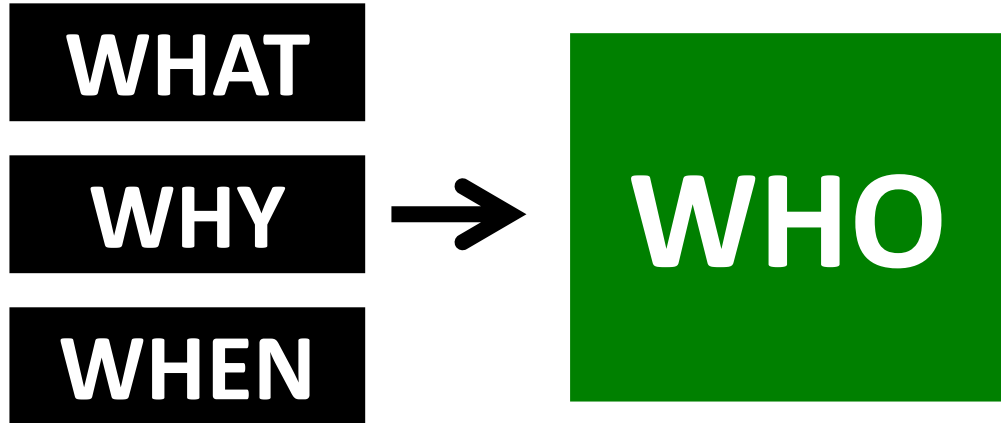
A Bigger Impact Requires a Team

Productive People Think Who Before How

If you don't
have a **WHO**,
the WHO is **YOU!**

Once you know....

Think...



Surround Yourself with the Right Who

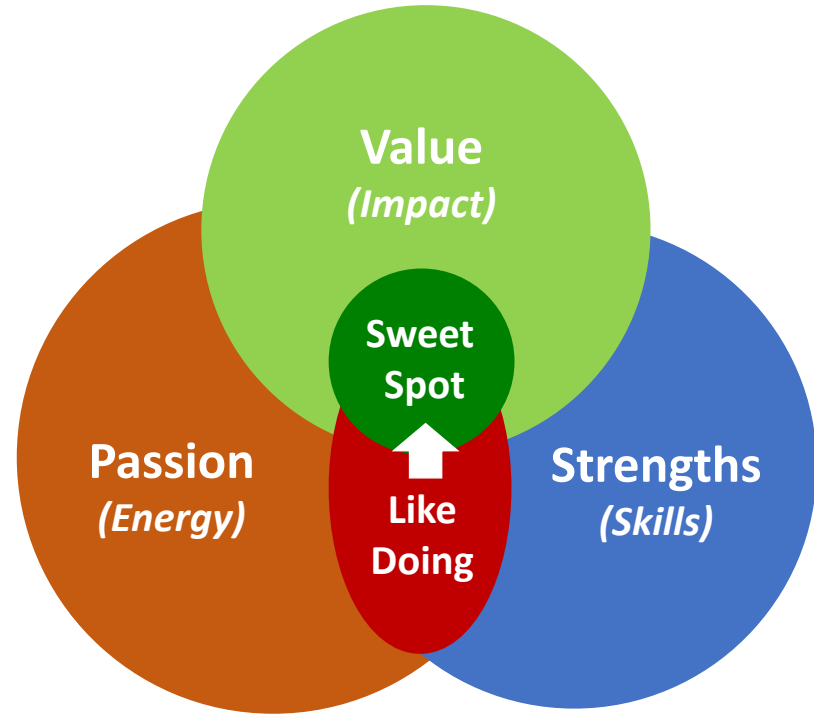
**A strong team
around you
will help you
achieve more.**



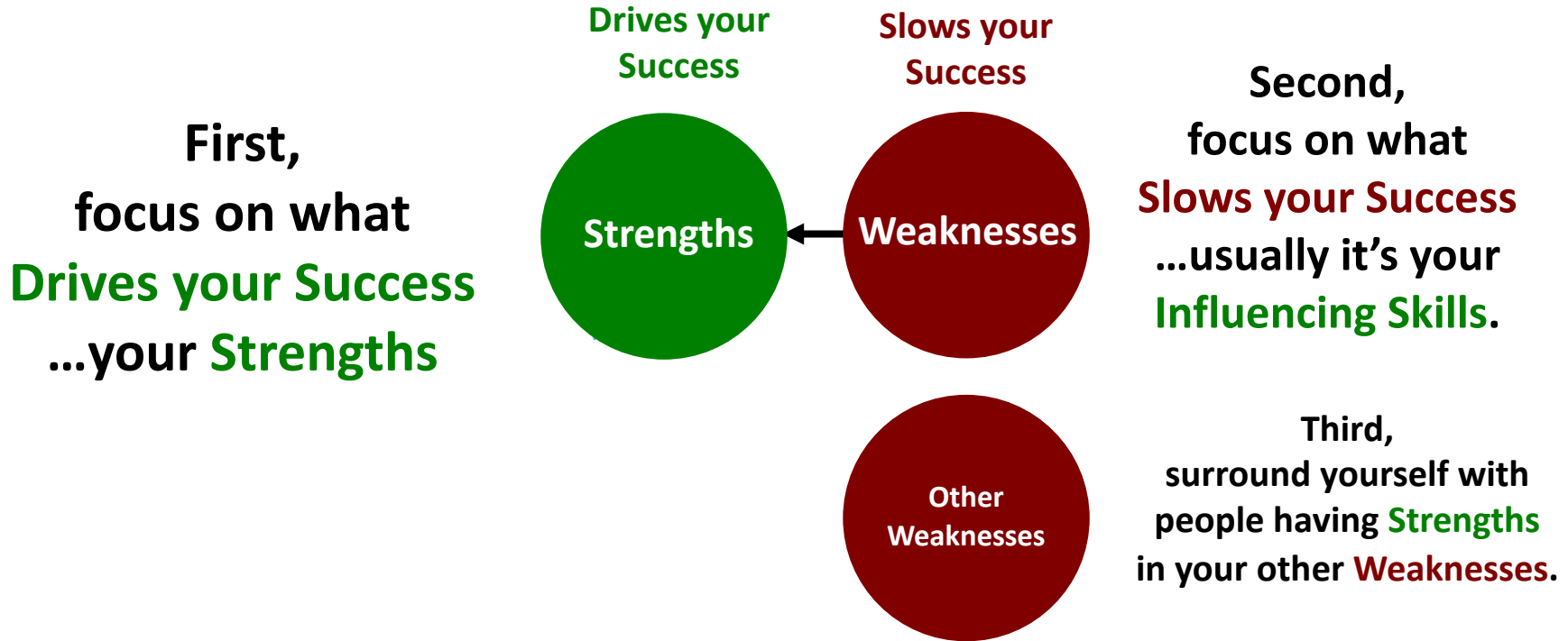
Stretch Yourself from within your Strengths

Impact Comes from within your Sweet Spot

Holding on to what you
like doing...
Slows
yours and your people's
development and success.

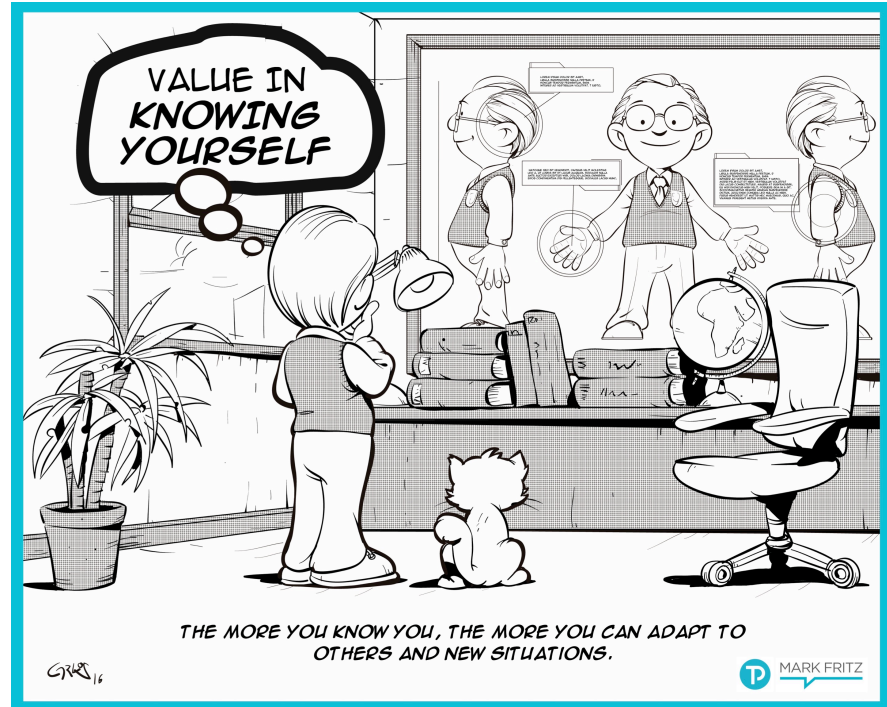


Focus on Growing Strengths and Influence



How Well Do You Understand You?

Live within your
Sweet Spot and
always be improving
your **Influence**.



Bring the Outcomes Focus to Everything

Take an Outcomes Focus to Everything

Focus your
thoughts and
conversations
on **outcomes**.

Ask
How

Versus

Tell
How

Progress

Activity

Activity

Activity

Outcomes

*Language of
Achievement*

Language of Busyness

Three Lists that Can Make You More Productive

**Focuses you
and your people
on **achievement**
and **progress**.**

Outcomes (Achievement)



Clear **outcomes** enable you and your people to find better ways to achieve them faster.

Next Action (Progress)



A focus on the very **next action** keeps you and your people moving forward faster.

Follow-Up (Accountability)



Consistent **follow-up** of commitments and milestones hold your people accountable.

Your Inbox Says if You are Outcomes Focused

Outcomes

Focused

**What you
ask about shows
up in your inbox!**

**Number
of Emails**

Your inbox tells you if you are outcomes focused and the type of leader you are.

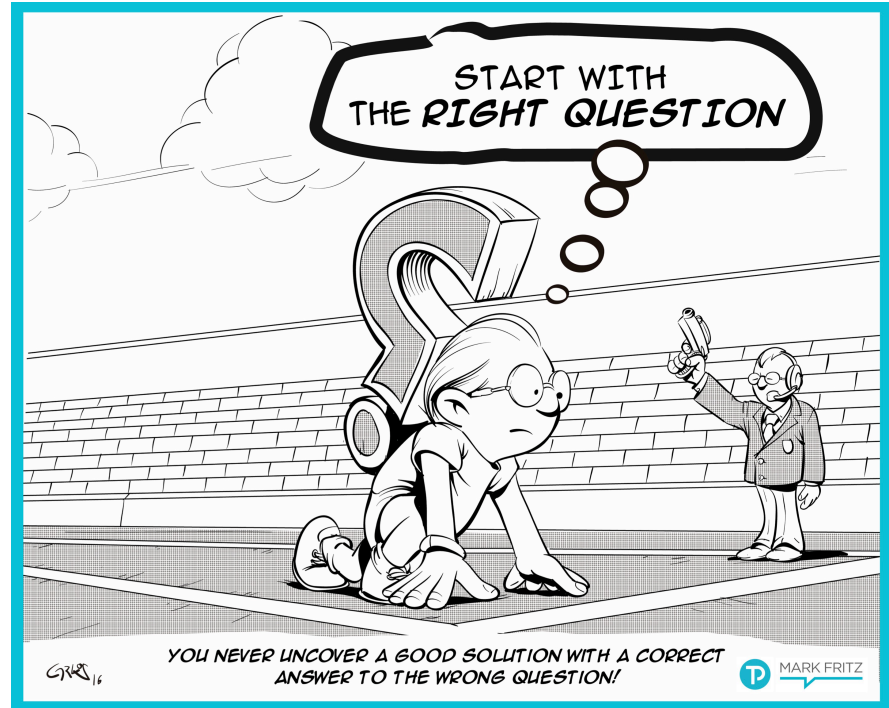
Activities

Focused

**Number
of Emails**

Focus Others by Asking the Right Questions

Keep **everyone**
around you focused
on **progress** and
achievement.



Attend Only Outcomes Focused Meetings

Ask what's
the successful
outcome?
&
not every meeting
needs an hour!

Meeting Outcomes

Decisions

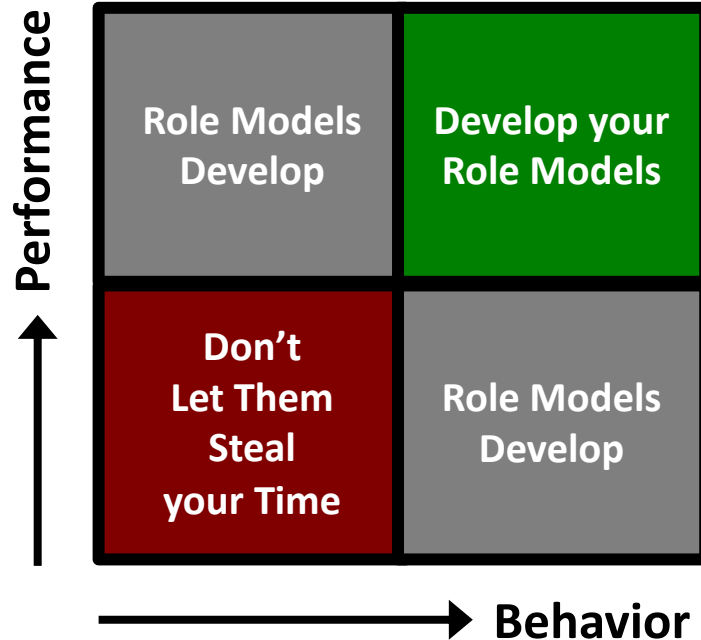
Actions

Alignment

Discussion is an **Activity**, not an **Outcome**.

Grow the People Around You to Take on More

Invest
more time in
creating your
role models.



These people are really the extension of you when you aren't around...

....and the role models for the culture that everyone adopts.

Make the Direction Clear to those Around You

You and others
take more
focused action
with a clear direction.



Make Change a Daily Habit

Questions that Drive Change in You and Others

You need to **answer positively** to drive yourself and others to really change.

**Is It
Worth It?**

Reward

**Can I
Do It?**

Confidence

Your Learning Outcomes to Change Faster



Schedule and Protect your Recovery Time

Create room so
you won't say
something you
will regret!



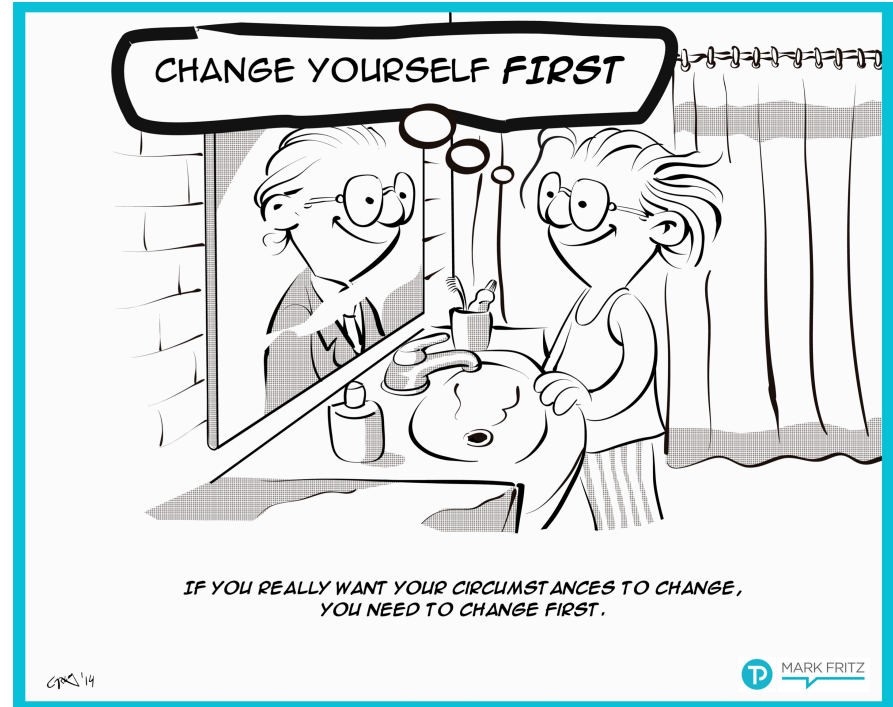
Schedule activities that
bring your stress down

Sports
Meditation
Out with Friends
Etc.

as
stress
builds

Eliminate Blame, and Take 100% Responsibility

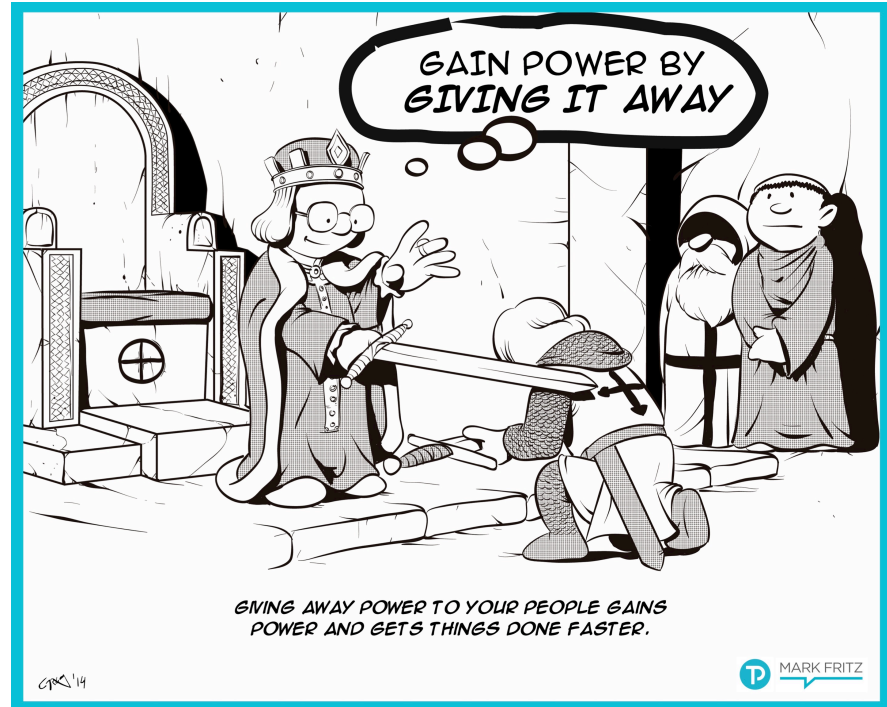
Your Change Drives
the Change You
Will See Around You



Remember

Getting More Done is about Impact, not Activity

You Extend your
Impact through Others,
and More Done
is a **Team Sport**.

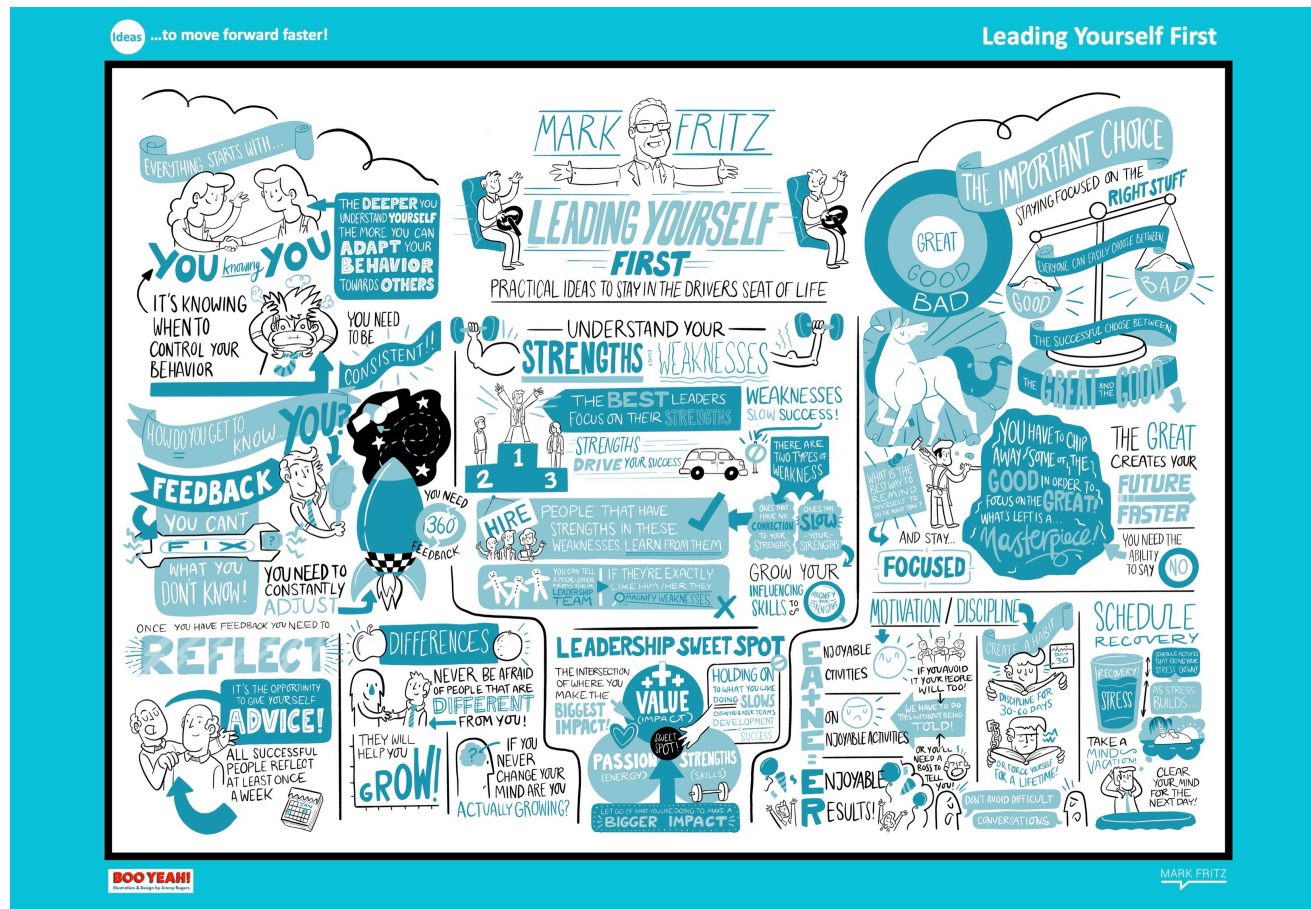


Resources

Illustration

A
Fun Way
to
Remind
Yourself
of the
Key Ideas.

Lead
Yourself



Leadership Behaviors

Leadership
behaviors
to **magnify**
your influence
and Impact.

Lead Yourself - starts with you

- Courage to Take Action
- Keep the Important Important
- Know the Person You Need to Be
- Bring Fresh Ideas and Approaches
- Show Commitment to Others
- There's Always a Way

(Confident)

(Focused)

(Adaptable)

(Imaginative)

(Responsible)

(Resourceful)

Influence Others – magnifies your impact

- Embrace the Ideas of Others
- Make Others Feel Valued
- Change Mindsets and Habits
- Build a Team Spirit and Approach
- Face Difficult Conversations
- Willing to Share your Power

(Listens Attentively & Can Suspend Judgment)

(Demonstrates & Makes Others Feel Interesting)

(Communicates Clearly & Persuades Others)

(Trusts Others & Builds Alignment)

(Manages Conflict & Difficult People)

(Motivates Others & Shares Credit)

Drive Change – magnifies your legacy

- Deliver Change and Prepare for More
- Build and Maintain Strong Support
- Drive a Bold Direction and Strategy
- Provide Good Business Judgment
- Leverage the Capability in your Team
- Deliver Using Available Resources

(Integrates Both Today & Future)

(Builds Strong Sponsorship & Stakeholders)

(Shows Courage to Use Intuition & Take Risks)

(Makes & Implements Good Decisions Quickly)

(Delegates & Holds People Accountable)

(Manages Constraints & Finds a Way to Deliver)

Influence Reference

Consider **ALL**
the factors to
INFLUENCE
others?

Human Needs

Certainty	<i>(Feel Assured)</i>
Uncertainty	<i>(Something New)</i>
Significance	<i>(Feel Unique)</i>
Connection	<i>(Value Relationships)</i>
Growth	<i>(Escape Boredom)</i>
Contribute	<i>(Giving Feeling)</i>

Motivation Factors

Money	<i>(What Provides)</i>
Relevance	<i>(Feel Why)</i>
Power	<i>(Have Choice)</i>
Ego	<i>(Feel Recognized)</i>

Emotion Factors

Fear	<i>(Must Act)</i>
Guilt	<i>(Will Regret)</i>
Greed	<i>(Want More)</i>
Desire	<i>(Need More)</i>
Pride	<i>(Feel Important)</i>
Love	<i>(Feel Appreciated)</i>

Change Factors

Why	<i>(Is It Worth It?)</i>
Confidence	<i>(Can I Do It?)</i>

Influence Factors

Authority	<i>(Seriously Listen)</i>
Likeability	<i>(Feel Content)</i>
Trust	<i>(Without Question)</i>
Reciprocity	<i>(Feel Obligated)</i>
Social Proof	<i>(See Others)</i>
Community	<i>(With Others)</i>
Anticipation	<i>(Can't Wait)</i>
Events	<i>(More Memorable)</i>
Scarcity	<i>(Drives Want)</i>

Decision Factors

Facts	<i>(Seems Logical)</i>
Feeling	<i>(Feels True)</i>
Faith	<i>(Match Beliefs)</i>

Thank You

Stay in Touch



What others said:

"I'm keeping all these hints for inspiration whenever I need some fresh air."

"A great reminder of how we should be working with our people."

"Loved these messages over my morning coffee."

LinkedIn:

Twitter:

Facebook:

Instagram:

Youtube:

Email:

Mobile:

<https://www.linkedin.com/in/markfritzglobal/>

<https://twitter.com/MarkFritz>

<https://www.facebook.com/markfritzglobal>

<https://www.instagram.com/markfritzglobal/>

<https://www.youtube.com/user/markfritzonline>

mark@markfritzonline.com

+44 79303 21458

To keep the learning alive long enough to create new habits:

Sign up for the...Daily Whatsapp Reminders (for 6-8 weeks)

...just sms or email your mobile number to me.

Examples

