

GROWTH TO THE NTH POWER

Module I

The Power of Vision

“The greatest achievement was at first and for a time a dream. The oak sleeps in the acorn; the bird waits in the egg; and the highest vision of the soul a waking angel stirs. Dreams are the seedlings of reality.”

*James Allen
Philosopher*

Everything great starts with a vision. We have to see it first, and only by seeing it, can/will we pursue it with a passion, the sense of purpose required to achieve great things.

Why Have a Vision?

Having a vision delivers so much value that is hard to imagine why so few individuals and businesses fail to define their vision. Seeing that vision, that picture of what we can achieve leads to consistency and a sense of direction.

- The vision will create a willingness to change the way we do business because only by changing will we venture to the next level.
- The vision, if communicated well and if the team has bought into it, can create synergy and energy in the organization that will topple many barriers.
- A vision that you have bought into creates an opportunity for your creative mind to come up with ways to make it happen.

As you see the vision, formulate a plan, and begin using your creative juices, be aware of these guidelines:

- **Tolerate ambiguity.** How you will get there may not be clear now, however you should have confidence that clarity will come if you truly believe in the vision.
- **Avoid “right” or “wrong” answers.** Focus on what you are trying to achieve.

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- **Accept roadblocks and obstacles.** Focus on the process of achieving the vision.

How to Develop a Vision

- Don't let potential roadblocks or obstacles or perceived limitations limit your vision. Push them aside and allow yourself to see what you can become. However, be proactive in anticipating those obstacles and have plans in place to address them.
- Challenge the status quo. Things don't have to be the way they are. What needs to change?
- Challenge the rules. What rules are in place that made sense at some point, but should no longer apply?
- Face your fears - most of them won't hurt you.
- Think Positive!

Module Project 1: Defining Your Vision

Using Worksheet I or a blank sheet of paper, write your vision of what you would like your business to look like at the end of a 3 - 5 year period. Include details such as:

- Office location
- Staff size
- Assets under management
- Revenue or commissions
- Number of clients
- Face amount placed or in force
- Hours worked each week
- Number of vacation weeks
- Technology used

Module Project 2: Dream to Reality

Using Worksheet II, describe how you would define your current reality in eight critical areas and then define your future reality as you see your life as successful and well balanced at the end of the vision period. Note there is a "Date to Be Achieved" space for each future reality to be achieved and these dates may be different. These would be works in progress. You may want to take a little longer to complete this worksheet as it will take a lot of self analysis.

Worksheet II

Dream to Reality

There are eight basic areas of our life in which we need to find balance and success. Each person should find the balance and definition of success as they define it.

These eight areas are:

- Business/Career
- Family
- Finance
- Health & Fitness
- Personal Development
- Social
- Spirituality
- Recreation/Leisure

To create your Dream Life you must first define the Current Reality of these eight areas as they apply to you. The next step is to define the Future Reality—how you want your life to look in these areas at a defined time in the future. The next step is to develop a plan that will take you from your current reality to your future reality. Use the worksheet to define the gap between the current and the future realities.

BUSINESS/CAREER

Current Reality:

Future Reality:

Date to be achieved _____

FAMILY

Current Reality:

Future Reality:

Date to be achieved _____

FINANCE

Current Reality:

Future Reality:

Date to be achieved _____

HEALTH & FITNESS

Current Reality:

Future Reality:

Date to be achieved _____

PERSONAL DEVELOPMENT

Current Reality:

Future Reality:

Date to be achieved _____

SOCIAL

Current Reality:

Future Reality:

Date to be achieved _____

SPIRITUALITY

Current Reality:

Future Reality:

Date to be achieved _____

RECREATION/LEISURE

Current Reality:

Future Reality:

Date to be achieved _____
