

## POIS MEETING AGENDA 7

---

### Verus Global® Tool: Choice Points and the Awareness Muscle Focus Point: Decision Making

Note: Text in gray indicates optional discussion points.

**A. Meeting Opener:** Meeting leader creates a powerful and effective Meeting Opener. Option:

- In what ways has your Awareness Muscle grown over the past seven weeks, and how is that influencing the decisions you make?

**B. Personal and POIS Team Accountability:** It's critical that we hold ourselves accountable to the progress and results we've committed to achieving. Please discuss the following:

1. Have select participants (the group decides to share random/pre-assigned/volunteer) share the most important progress they made in the last week. Encourage the team to ask questions, such as:
  - How did you create that success?
  - What difference does that result make?
  - What did you learn as a result of your efforts to apply the tools this past week?
  - Where else can you apply what you learned in this area?
2. Have select participants share their responses to one of the Monday-Friday POIS Daily Planner questions from last week, then collectively discuss.

**C. In-Progress Meeting Enhancer Questions regarding the weekly tool:** Awareness Muscle and Choice Points.

1. Since your Pathways Launch session, to what extent do you feel more successful in realizing and taking advantage of Choice Points? And what difference has this created?
2. During stressful moments, when things are not going well, what allows some leaders to realize and utilize Choice Points, while other leaders slip and miss the Choice Point? What difference does this make to our ability to be our best ever?
3. As leaders, we all face tough situations and difficult environments from time to time. How we use the Choice Point in those situations makes all the difference. Identify a tough situation or difficult environment one team member is facing now. What Verus Global® tools has the team member already applied? Use your Awareness Muscle now to identify 1-2 Verus Global tools that are most likely to create the biggest impact in this area. Now get specific – how will the team member apply the tools (e.g. what forward focus questions will they ask, what Message will they communicate, where is their focus on the path and where is it off the path?)?

For more ideas about address really tough situations, take a look at this VGTV video: [How to Handle Tough Issues and Move Forward \(2:44\)](#).

*(Have participants write their answers to the next question before sharing verbally.)*

4. What are some valuable strategies to building the Awareness Muscle in others (peers, direct reports, children, etc.), so that they can effectively utilize Choice Points?

**D. In-Progress Meeting Enhancer Questions regarding the focus point: Decision Making.**

1. What are the elements of good decision making, especially the countless decisions that are made 'on the fly' throughout the course of the day?
2. How does answering the above question build your Awareness Muscle? And how will the answers to the above question allow you to take greater advantage of future Choice Points?
3. Top leaders, to deliver their best ever, are always developing people, partnerships and/or performance so that Choice Points are rarely a surprise. That way they are able to make the best decision necessary at the Choice Point. Identify an event or situation in the upcoming week where you know there's going to be some Choice Points – and where you'd like to create greater results by taking the High Road. (For example: a budget meeting, confronting someone on their performance/behavior, visiting relatives, etc.)

*(Group shares their targets.)*

Now, what is your plan to build your Awareness Muscle so that you will be more proficient when you encounter those Choice Points? Please write your plan in a place where you will refer to it during the week, and share with the POIS team. Discuss how you will support one another through the week in these measures/actions.

**E. My Performance Propeller: You are just past the halfway point to your Mastery Program.**

1. What is one result from your Performance Propeller from the last seven weeks that you are particularly proud of?
2. From your Propeller, what is important to move forward by your Mastery Program? What difference will it make when you make significant progress in this area?
3. What action steps will you take to ensure this progress takes place by the Mastery Program?

**Support the entire team:** Determine which POIS team member will write their Result Report for this week's submission to the Win Wizard.

**Determine meeting time and location for next POIS meeting.**

**Meeting Closer:** Why is it important to you to develop your Awareness Muscle?

## POIS DAILY PLANNER – CHOICE POINTS & AWARENESS MUSCLE

---

A personal vehicle to powerfully integrate the Verus Global® tools into daily lives.

### **Monday**

The world has given us the feedback we need to become more effective in our leadership. Some people rationalize their behavior, and never become more effective as a leader. Build your Awareness Muscle: what average or poor behavior have you been rationalizing? What is your plan to move forward in those moments when you are tempted to behave in the “traditional” way?

### **Tuesday**

Decisions – on things from behavior to policies – can often be tainted by a person with a little R and “another” agenda (e.g. a hidden agenda). At some point, we have all done it ourselves. What are some situations you are currently in where you want to demonstrate your Big R and make greater decisions?

### **Wednesday**

A leader’s ability to see themselves, others and situations in Degrees of Strength allows them to utilize Choice Points “on the fly” and make decisions that develop people, partnerships and performance. What is a challenging event that lies in the day ahead? How can you shift even more to Degrees of Strength right now so that you fully utilize all Choice Points in that event?

Consider viewing [It’s Not Just About Being Positive: What Degrees of Strength Isn’t and Is - Part 4 \(1:19\)](#).

### **Thursday**

Have you ever known a leader or parent who never seems to “come unglued?” What’s the message when we realize that the only difference between that leader/parent and an average leader/parent is how effective they are at responding well to Choice Points? How will you be a source of confidence and comfort to others today?

### **Friday**

Regarding your ability to make good decisions and create greater results in Choice Points, how did you do? What successes are you most pleased with? As you move forward, what are your most important objectives when it comes building your Awareness Muscle and utilizing Choice Points? And what is your plan to achieve those objectives?