3 Mind Factors

“‘We leverage these as often as we can,’ Bernie continued. ‘Here’s a perfect example of the first one: Your mind can only focus on one thought at a time.’ Bernie looked nervously at Roberto. ‘Roberto is either listening to comprehend what we’re discussing or he’s reading to understand his texts. He may be able to go back and forth between the two thoughts extremely fast, but he can’t focus on both at the same time.’ ”

excerpt from page 26
Degrees of Strength: The Innovative Technique to Accelerate Greatness (Wister & Willows, 2012).

degreesofstrength.com

what focus do we demonstrate that supports our effort to accelerate **performance**?

GETTING RESULTS

3 Mind Factors (page 26+)

1) You can only focus on one thought at a time.
2) You can't avoid a "don't."
3) You go in the direction of your focus.

Discussion Points to Apply the 3 Mind Factors:

1. What focus do we demonstrate that supports our effort to accelerate performance?
2. What approaches to our leadership are we using that reinforce a productive focus?
3. In what areas of our leadership can we increase and sustain a more productive focus?
4. How will an increased clarity of focus support our efforts to develop enhanced responsibility within the team?
5. What steps will we take to model clearer focus in our daily interactions?

Recipe for Partnership

“. . . ‘If I do a better job of helping our team understand what’s working well in our areas of green results, then we can replicate those practices in the areas of red. Perhaps that can assist us in being more responsible in the areas we need it most.’

Roberto stopped while Bernie wrote some notes. Then he continued, ‘But, like I said, it takes time to develop new habits. I’m still drawn to the urgency of these red scores. At least by using Degrees of Strength I’m accelerating those from red to yellow and –’ He stopped again and pointed at a green line. ‘Just one month ago this score was red, and Bernie, what were those five questions we used to create a new focus and follow-up plan?’

Bernie pulled another card out of his pocket. “It’s the ‘Recipe for Partnership.’ ”

excerpt from page 34
Degrees of Strength: The Innovative Technique to Accelerate Greatness (Wister & Willows, 2012). degreesofstrength.com

in what areas of our business do we need increased **alignment** and **shared vision**?

Recipe for Partnership (page 34+)

1) What's working well in this area right now?
2) What created those successes?
3) What are our objectives?
4) Why are accomplishing those objectives important?
5) What can we do more of, in addition to, or better to achieve our objectives?"

Discussion Points to Apply the Recipe for Partnership:

1. In what areas of our business do we need increased alignment and shared vision?
2. What needs to be stated as important to accomplish – and why – prior to using this tool?
3. Where are there two or more groups within the organization that could benefit from a more collaborative approach?
4. When we've accomplished Steps 1-5 (above), would it be beneficial to discuss "lessons learned" in past and similar situations?
5. As action steps are identified in Step 5 (above), what questions will we ask to established shared understanding of what accountability looks like moving forward?

RESOURCES

For valuable support to integrate and sustain the Degrees of Strength technique in your daily life – including chapter summaries and tool guides – visit **verusglobal.com** or scan the code below.

info@verusglobal.com | +1.303.577.0075
(if you prefer communicating with a real person)

After you've enjoyed this manifesto,
please give it to another leader.

Degrees of Strength is one many tools and concepts that are part of the Pathways to Leadership® Process. For information on Verus Global processes and programs, visit **verusglobal.com.**

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