



<http://voicesofvaluepodcast.com/>

Episode 4: Make a DECISION and the results take care of themselves!

2:40 -: **Decisions**: A derivative of 'incision' (to **cut off** all other alternatives).

4:11 -: **Decisions** are the doorway to change! What are the consequences of indecisions? Normally justification and excuses! There are results and there are excuses; you have to get great at one or the other. Understand the difference between making a **DECISION** and stating a *preference*.

6:20 -: In your **moments of adversity** opportunities are created for you, but only if you can firstly identify, then take action on that opportunity and seize the moment!

7:20 -: A real life example of making a **decision in the now** that creates \$120,000 dollars a few short months later for farmers struggling in the current drought conditions! "*Buy a Bayle*" There's a great example of a simple process to bring great ideas to life! An idea a few months ago, leads to an event that raises \$120k for struggling farmers this past weekend.

<http://www.districtpropertygroup.com.au/district-property-group/buy-bale-high-country-ball/>

9:48 -: **SWOT Analysis!** Strengths. Weaknesses. Opportunities. Threats. Time to do a self-audit and identify the gap between our strengths and our weaknesses. Get external feedback from your personal sphere around your thinking, to acquire a more balanced review and then get busy up-skilling the gap.

13:00 -: The Power of the '**Positive Pre-Frame**'. Remember this is your clients "*Night on Broadway*". How would you prepare and how would you deliver your performance if it was the "*performance of your life*"? That's what clients are seeking from you! You may **know** and **do** your process thousands of times but we must never forget that more often than not, it is their **first time!**

19:00 -: Key Quotes on Decisions: "*In your moments of decision, your destiny is shaped*". Tony Robbins. "*Kaizen, small incremental improvements every day*". "*There has never been a winner who wasn't first a beginner*" LUCK; Labouring Under Correct Knowledge. "*What you set is what you get*".