

Excellence. NO EXCUSES!

Excerpt:

**WORK ON
ME FIRST**

Tom Peters

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Work On Me ... **FIRST**

“Everyone thinks of changing the world, but no one thinks of changing himself”—Leo Tolstoy

“To develop others, start with yourself.” —Marshall Goldsmith

“Being aware of yourself and how you affect everyone around you is what distinguishes a superior leader.”—Edie Seashore (*strategy + business* #45)

*“Leadership is self-knowledge. Successful leaders are those who are conscious about their behavior and the impact it has on the people around them. They are willing to examine what behaviors of their own may be getting in the way. ... The toughest person you will ever lead is yourself. **We can’t effectively lead others unless we can lead ourselves.**”* —Betsy Myers, *Take the Lead: Motivate, Inspire, and Bring Out the Best in Yourself and Everyone Around You*

*“How can a high-level leader like _____ be so out of touch with the truth about himself? It’s more common than you would imagine. **In fact, the higher up the ladder a leader climbs, the less accurate his self-assessment is likely to be.** The problem is an acute lack of feedback [especially on people issues].”*

—Daniel Goleman (et al.), *The New Leaders*

“Work on me first.”

—Kerry Patterson (et al.), *Crucial Conversations*

*“You will never change your life until you change something you do daily. **The secret of your success is found in your daily routine.**”*

—John C. Maxwell

*“The biggest
problem I
shall ever
face: the
management
of Dale
Carnegie.”*

—Dale Carnegie, diary of

PI6/Personal Impact SIX

Outwork 'em.

Outread 'em.

Outlast 'em.

Show Up.

LISTEN.

Keep an Open Mind.

Big SIX (Redux)*

- 1. Hello.**
- 2. Thank you.**
- 3. Eye contact.**
- 4. Fierce listening.**
- 5. “What do you think?”**
- 6. “How can I help?”**

***Another “Big 6,” posted by me at Twitter and applauded by the twitterati.**

XLIII. **BLD**

Fact: *You can take
any damned
attitude you
choose to
work today!*

(It's your BLD/**Biggest Life Decision.**)

BLD/Leaders ALL: Every

day, on or off the
job, offers every
one of us a plethora
of leadership
opportunities!
Go for it!