

Our point of choice is always right now, in the present moment. The past is gone and we cannot take action in the future. What we think about, focus on, talk about and how we listen right now affects every moment that comes next!



Fear Based Focus - When fear is in charge, your reactions become limited to fight, flight, freeze or appease, depending on your particular survival technique. Analysis, options and perspectives are not available and productive connections with others are pretty much non-existent.



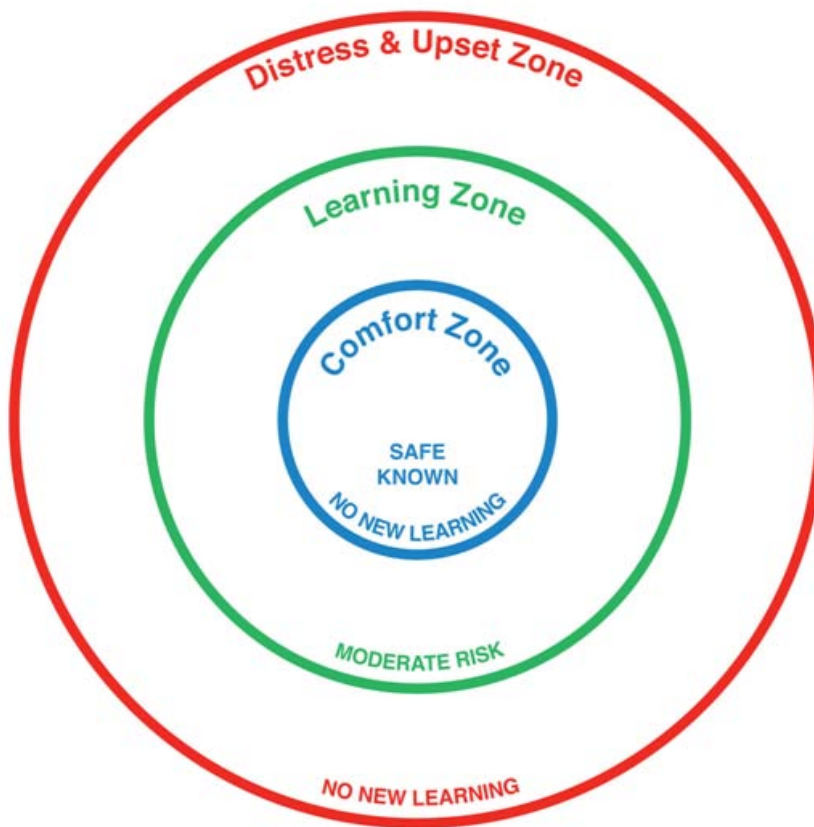
Under the Circumstances - Most of the day you are automatically correlating your actions with your circumstances without even realizing it. Unconsciously correlating your actions with your circumstances doesn't always work! Sometimes we let the circumstances define the boundaries of what we can do.



Yonder Star Focus - When you think, lead and speak from your commitments (the upper line of the Leadership Choice Point) rather than your worries, concerns, and upsets (the lower line of the Leadership Choice Point), you can move the conversation and the energy in a productive direction. You also shift the way people listen to you on the topic and make it easier for them to hear you. Operating on the upper line of the Leadership Choice Point to accomplish higher goals generates endorphins, and other biochemistry that exhilarate and support success.

As seen on pages: 28, 64, 282, 291 and 298 of the printed copy of Accelerate: High Leverage Leadership for Today's World

EMOTIONAL ZONES – Expand the Learning Zone



In the inner circle or **Comfort Zone**, you feel safe and comfortable, take no risks, and no real learning, growth, or expansion of conversational capacities takes place.

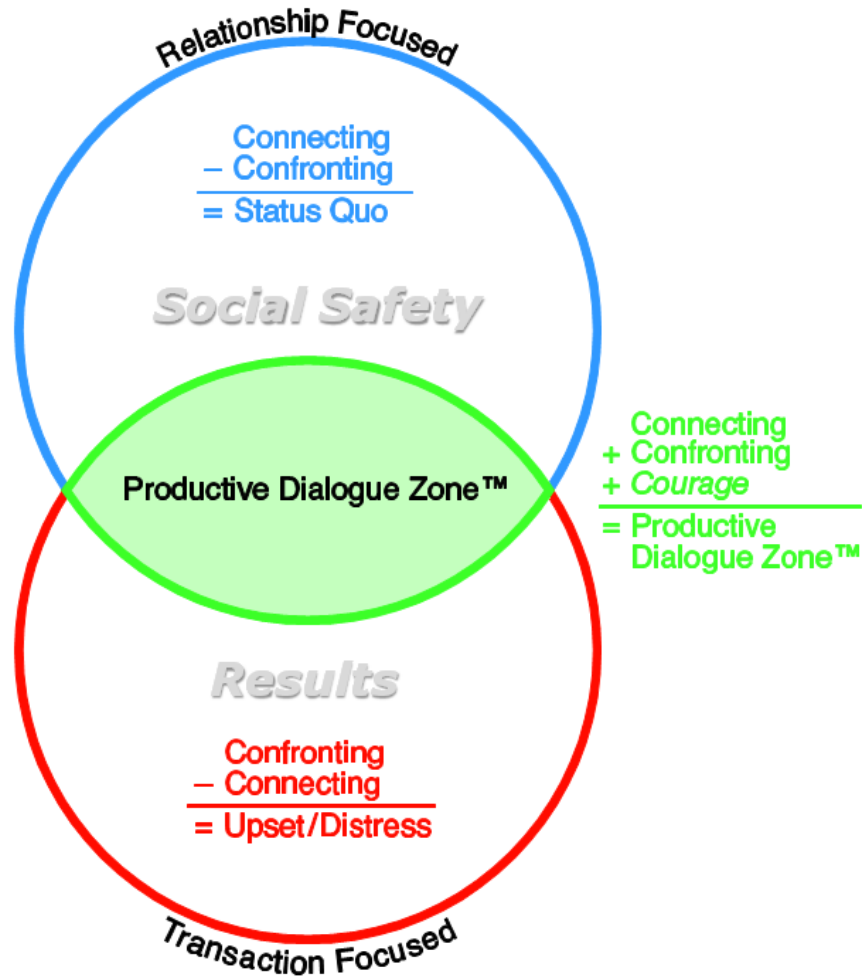
The outer or **Distress & Upset Zone** is where you feel very stressed, way past uncomfortable, and in your survival mode—just as you do when you follow the lower line in the Leadership Choice Point illustration. No new learning or growth takes place in this zone either.

The **Learning Zone** occurs when you are beyond your comfort zone and have not yet stepped into to the distress/survival brain mode. This zone is where you are most able to learn and assimilate new information and experiences into your mental File Cabinet. After enough practice this new learning contributes to development of a newly expanded comfort zone—increased capacities, and strengthened conversational muscles.

Practice getting used to being uncomfortable, recognize it as a **Learning Zone Feeling**, identify what throws you into the Distress & Upset Zone, and rein yourself back to a curious, learning perspective. Have *another* conversation about that previously distressing topic and you will have expanded your **Learning Zone** and decreased the library of off-limits topics.

*As seen on page 38 of the printed copy of
Accelerate: High Leverage Leadership for Today's World*

PRODUCTIVE DIALOGUE ZONE

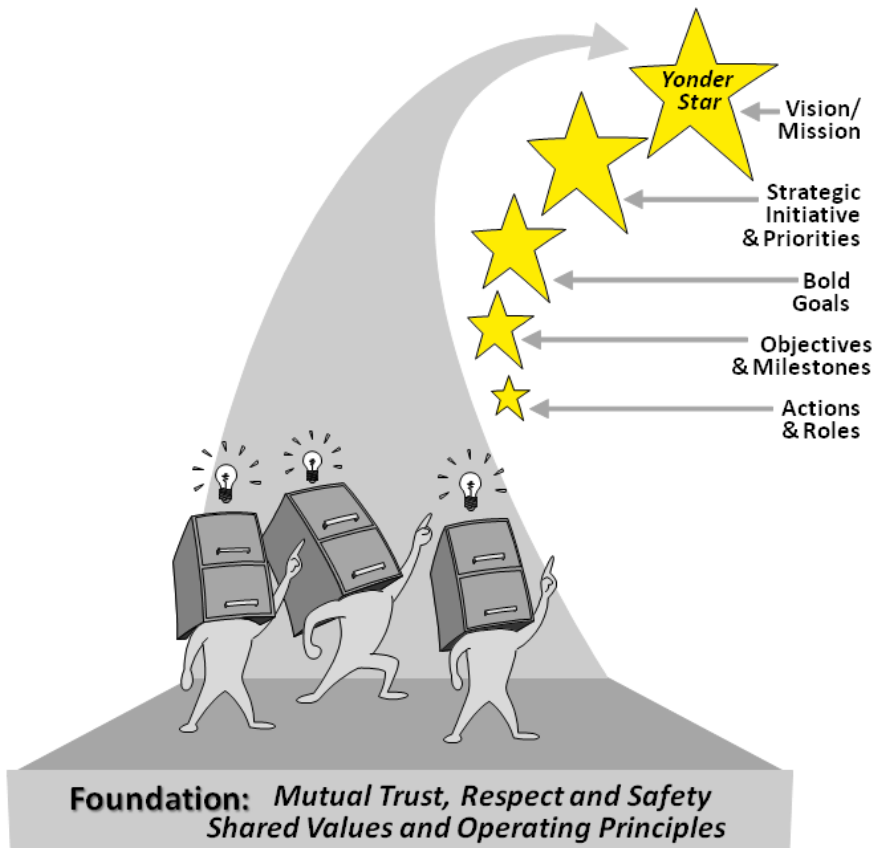


Successful collaboration—whether in business or personal life—is built with Productive Dialogue and has several essential elements. It is important that participants are:

- Aligned and focused on a shared Yonder Star
- Connected to one another and interacting as team members—on the same team, rather than as adversaries.
- Creating an atmosphere of mutual trust, respect, and safety
- Openly sharing knowledge, information, and resources
- Getting present to the current condition
- Generating forward movement with clarity and accountability

While there is nothing inherently wrong with conversing in either circle, some of the potential approaches are far less valuable than others. In the Productive Dialogue Zone, interactions become very productive and real ground is taken in fulfilling your Yonder Star.

As seen on pages: 41, 161, 182, 268 and 273 of the printed copy of Accelerate: High Leverage Leadership for Today's World



Leadership: Can be evoked anywhere in an organization—that is, every person can exhibit leadership qualities, no matter what his or her job description may be.

The mental model of Vision-Focused Leadership teaches how to manage thinking, listening, speaking, and actions and how to create a shared vision for teams or business.

Focusing on this shared vision allows a person to make choices; orient their creativity, energy, and resources; and correlate their thoughts and actions on the intention rather than on the past. In the absence of shared vision, it is easy to become victims to or distracted by circumstances, worries, and fears and react from the instant, automatic, unconscious, and unexamined thoughts, beliefs, and judgments.

In addition to benefiting from a shared vision as a navigational beacon—a contextual and directional icon—it also serves as the social glue that binds a group together. This is critical since in today's world, we are forming groups that are more and more diverse in geography, language, background, and life experience. The homogeneity or sameness that once held groups together is now considered insular, exclusive or narrow minded.

*As seen on pages: 20, 178 and 244 of the printed copy of
Accelerate: High Leverage Leadership for Today's World*