

# Purposeful vs Reactive Mindset and Behavior

# The Whirlwind

- Tyranny of the Urgent
- PAY ATTENTION TO ME!
- Steals Time and leads to Regrets
- Need Purposeful Mindset





# Your Catalyst

- ▲ It Takes a Purposeful Mindset to achieve true Leadership Excellence!**
- ▲ The foundational thinking for A Purposeful Mindset is a question;  
**How do I solve this issue FOREVER?****

# Solve any issue once for all time

- This is always your first question- How do I never have this problem again?
- Takes a system
  - Effective
  - Efficient
  - Repeatable
  - Scalable

# Long term view for better decisions

- Bias of Present over Future
- Force Future Thinking
- What are the long term success factors for this decision?

# Action Plans

- **Solving Issues & Finding Levers**
- Issues List
  - Team list
  - Combine; Kill; Keep
  - Prioritize
  - Create Action Plan
  - Follow through



# Your Catalyst

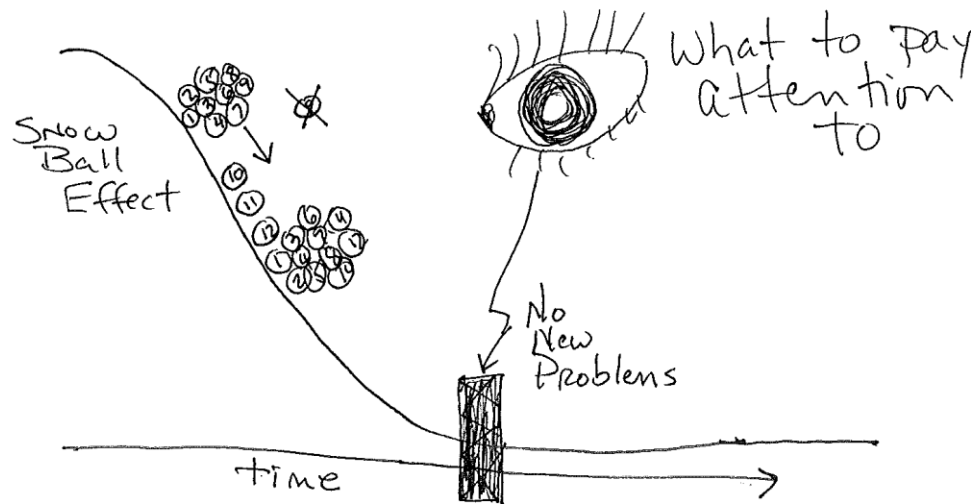
▲ Success always grows out of FOCUS!

# Decision Matrix

- Built From Success factors for a decision
- Weight the Factors
- Rate choices against the Factors
- Use multiple people to do the Matrix
- Numerical winner is the best choice

# No New Problems

- What do you choose to pay attention to
- Not individual problems
- This lets snowball effect happen
- Rather – no new problems





# Your Catalyst

**▲ The solution is – determine how to create no new problems**