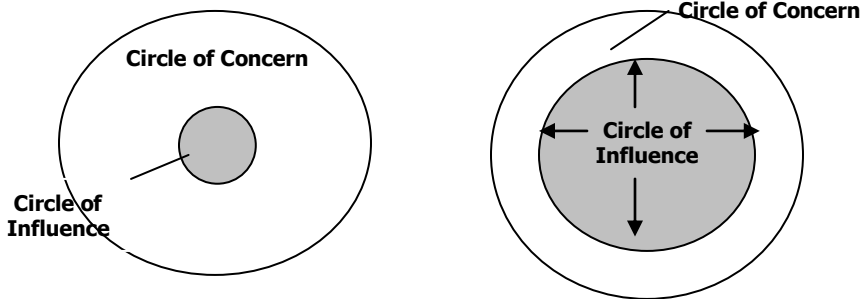


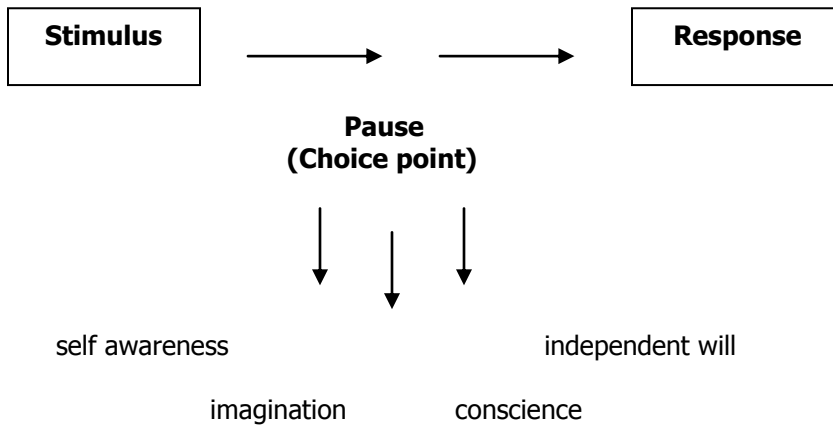
"Choice Points"

Circle of Influence



- Some concerns are in our control and some are not.
- Proactive people focus their efforts within their *Circle of Influence*. The energy is positive, enlarging and magnifying, causing their *Circle of Influence* to increase and have an impact on many aspects that are within their *Circle of Concern*.

Proactive Focus



- Between Stimulus and Response there is an opportunity to **Pause** and reflect on what your **Choices** are to allow you to be **'Response-able'**.
- Being aware of your purpose, goals, and values (both individually and as a team) helps you to choose the response that is most likely to support your movement in the desired direction.

Personal Mastery

	Can control	Cannot control
Take Action	MASTERY	CEASELESS STRIVING
No Action	GIVING UP	LETTING GO

- MASTERY is taking action on things you can influence.
- CEASELESS STRIVING is trying to affect things beyond your influence. Spinning your wheels. Working harder and faster at things. Spending time reacting. Never feeling a sense of accomplishment.
- GIVING UP is not taking action on things you could influence. Acting helpless. Feeling like a victim.
- LETTING GO is not trying to influence things beyond your control. Not feeling guilty or resentful. A feeling of going with the flow, combined with a sense of relief and release.

Sources: "Self Management during Change and Transition", Doug Jordan, AFS Consulting
 "The Seven Habits of Effective People" by Stephen Covey