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Walter Hailey's Leadership Lessons

Lesson #1: Create and write down your Core Values, Vivid Vision Vibrating Vibrantly (V4), Mission, and Goals

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It's happened to all of us. You are driving in a new city looking for a particular spot. All is going well when suddenly you realize that you are lost. You can't find the street you are driving on anywhere on the map. Just a minute ago, you knew exactly where you were!

For most of us, the initial panic of being lost turns to resolve as we pull over to the side of the road, unfold the map, and figure out where we took that fatal wrong turn. We orient ourselves to our new location and get back on the road.

Getting lost can happen on the road of life as well. We are cruising along, knowing where we are and where we are going when suddenly we realize that we are lost. Perhaps our work life is off track -- or our family life -- or our spiritual life. Lesson One of Hailey's 7 Leadership Lessons is all about getting back on track. Even if you aren't lost but want to go a different direction, Lesson #1 will help you get there.



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What is Lesson #1?

Create and write down your core Values, Vivid Vision Vibrating Vibrantly (V4), Mission, and Goals.

According to Lesson #1, being on track involves understanding what you value. Reflect on two questions to determine your values: First, what do I care about? Second, what do I spend my time doing? The answers to these questions will give you a sense of your current values. It might help to segment your life as you answer the questions. What do you care about and do in your job? What do you care about and do with your family? Etc. For instance, you might write that you care about and spend a lot of time in your job talking to people. That response gives you a clue about the extent to which you value relationships.

SEPTEMBER 2007

Walter Hailey's Leadership Lessons **(Page 2)**

Take some time with this activity. What you truly value isn't always readily apparent.

Also, you may find that your answers conflict – that what you care about is different than what you do – e.g. you care about your family, but spend most of your free time with household responsibilities. If so, Lesson #1 will provide you with an opportunity to get yourself back on track.

The second part of Lesson #1 is to create a vision that is vivid, vibrating, and vibrant. Once you have determined what you value, you can identify your vision (where you want to be). The important part of vision is realizing that *seeing is believing*. In order to get where you want to be, you must create a mental image of your future. Write the image using colorful language (vivid). Fill that image with pulsating energy (vibrating vibrantly).

Third, identify your mission. The mission is your plan – your grand scheme of how you will get to where you want to be. For instance, if you identify that you value positive relationships with clients, your mission will be to create those positive relationships. If you discovered that you value your family, but don't spend a lot of time with your family, your mission will be to spend more quality time with family members. While vision helps you identify where you want to go, mission and goals help you get there.

Finally, set goals. Goals provide you with concrete steps to get to your destination. A goal for improved client relationships might be: Each year I will take my client to lunch on his or her birthday. Ask yourself: What steps do I need to take to reach my vision?

Whether you are lost in a city or lost in life, understanding what you value, where you are and where you want to be, and then crafting a plan to get there is key to finding your way. Hailey's Lesson #1 will give you the help you need to realize your dreams.

With a Masters Degree in communication, Suzanne began her career helping build one of the largest personal development training company's in the world and later became a protégé of the late Walter Hailey. Today, as President and CEO of The Coaching Center (sponsor of the "original and legendary" Dental Boot Kamp), Suzanne has over 20 years experience consulting and training over 300 different businesses and leads the most qualified case acceptance team in dentistry. Having successfully dealt with every challenge imaginable in the dental office, Suzanne speaks around the country on topics such as Leadership, Case Presentation and Stopping Cancellations and is a keynote speaker at Dental Meetings and Conventions. Her on-stage style, humorous anecdotes and ability to always deliver a relevant and personal message makes her a winning, engaging and unforgettable seminar leader. Suzanne is of the main faculty for the Dental Boot Kamp Continuum, which has proudly been delivered across the United States and Canada for the last 20 years, graduating over 35,000 dental professionals. Suzanne can be reached at suzanne@thecoachingcenter.net