

DEAR FUTURE, I'M READY!

Your Strategy for Success

By Arlene Johnson

Have you ever had a flash of insight that forever changed you? It happened for me in a conversation with my client Steve, a CEO of a Fortune 500. He had strategies to achieve business goals. I had defined performance processes to support his companies success, but then I asked, "What about your plans for your employee's success?" His ambiguous answers were a wake-up call causing business changes for us both and prompted me to write my book, SuccessMapping®.

Before the pandemic, I could see a future driven by artificial intelligence and virtual-dependent communication. However, I thought I still had time to change how I work - or retire. Several of my clients had expressed feeling weary of constant organizational change yet were too busy to chart their success or seek other opportunities. They, too, thought they had more time.

Those future visions of a technologically dependent world became our immediate reality. Our business environment abruptly changed from shared space and personal interactions to home offices alone or shared with family. Transitioning to virtual work engagement while balancing family dynamics became an art for many. How we do business post-pandemic has irrevocably been transformed. New skills and ways of communicating to stay relevant are now required, ready or not.

Given a Choice, Let's Be Ready

Be ready with a game plan to protect what you have now or achieve something new using a step-by-step strategy of decisions and activities designed to keep you laser-focused on desired outcomes.

To accomplish what you want within your preferred timeline, consider these eight steps:

1. Assess how relevant your success is with your personal or business environment. Are there other options to consider?
2. Seize more of your potential. Be prepared to reframe old thinking from preventing to empowering. "Yes, I can" enables possibilities. "No, I can't" stops your moving forward

3. Consider and resolve in advance any issues of bad timing or conflicting priorities that might sabotage your plan
4. After completing Steps 1-3, write a statement on what you want to achieve, now. (e.g., "I will retire early and start my own business.")
5. Leverage relationship strengths and goal-relevant skills
6. Identify in advance and be prepared to mitigate any known "goal obstacles."
7. Use collaborative conversation planning to get a "yes" to requests needed for resources or support
8. Assess the benefits/consequences before taking action, to be confident with no regrets when making major decisions.

Even with a planned and exciting change (e.g., dating to marriage; moving), be aware that the human dynamics of change can derail your success. Expect and move past any resistance when moving from the old to the new.

After completing Steps 1-3, in Step 4 write your Intention Statement: A statement of commitment to focus your energy—your thoughts, behaviors, and actions needed—to achieve what you want.

Using these eight steps will reward you with a solid game plan for your success.

Arlene Johnson is the president of Sinequanon Group Inc. (SGI.) She is an internationally known speaker, author, and consultant. Leveraging her business background as CEO of two companies and implementing her performance processes, executive teams have maximized the value of change initiatives, and sales organizations to achieve revenue growth. Her book, SuccessMapping® ... is a step-by-step guide to focus and achieve more individual and company potential and was listed by the Dallas Morning News as one of the top 10 business books. She lives in Dallas, TX, and enjoys traveling and spending time with family and friends. Learn more about Arlene and Success Mapping® at www.SuccessMapping.com.

