

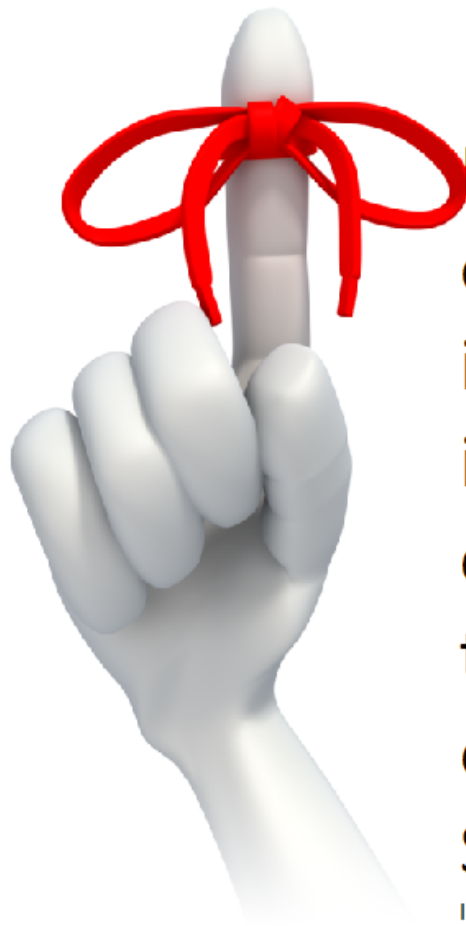
# Re-imagine, Re-Invent, Engage and Lead Forward in Disruptive Times

*“Employee engagement and culture are now business issues, not just topics for HR to debate. And there’s no place for organizations to hide.”  
Deloitte University Press, Feb 2015*

## 2015 Global Trends and the Business of Success

Practical Tips on Leadership,  
Organizational Development/Growth and  
Success in Disruptive Times | A 3Q  
Perspective

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Building a Better, Stronger Tomorrow  
3Q Leadership™ Blog- 52,000+ Social Media Followers & Growing!



Empowerment,  
engagement,  
ideation,  
innovation and  
collaboration are  
the 5 benchmarks  
of 21st Century  
Success.

Irene Becker, Innovator, People Lifter, Founder,  
Just Coach It-The 3Q Edge™ | 3Q Leadership Blog

**Adapt, evolve and thrive...or die. The 2015 Global Human Capital Trends report by Deloitte pinpoints 4 critical pivot points for success; leading, engaging, re-inventing and re-imaging. You can run, but you cannot hide. The revolution is already here, and neutral is a negative. What worked yesterday may be impotent today or tomorrow; the need to shift forward is critical and it depends upon your attitude, your ability to**

**re-imagine, engage, re-invent and LEAD forward. Read More: Deloitte 2015 Global Human Capital Trends Report**



Success means seeing things differently

**Do YOU see the opportunity before YOU? Look again. It's there. Will you become a pioneer in a new world of work and business? A solution driven champion who will inspire, model and engage their first customers (their people) by helping them optimize talent, potential, purpose and results? Will you use what is to create what CAN be or become a victim of what was and what will NOT take you forward at a speed of change, challenges and competition that will continue to accelerate? Read more: The Revolution is Already Here-Adapt, Evolve and Thrive**



## Build Your 3Q Leadership Edge

**Leadership means making the critical shift forward and helping your people do the same. It means building YOUR 3Q Leadership™ Edge; your ability to think differently, communicate/collaborate across boundaries while building the anchors that drive leadership, engagement, purpose and sustainability. Being smart and fast are important, but they are no longer enough. The imperative for smart, fast, forward thinkers to champion new ways, faster ways of optimizing great thought, communication, collaboration and results has never been greater. The buck stops here, and it starts with you. Read More: The Individual and Organizational Imperative for 3Q Leadership™**



## Optimize Your Potential

Words make worlds and the words you choose to think and share are the seedbed for what you will or will not create. Will you change your definition of winning so that victory speaks to the collaboration, the optimization of human purpose, potential and results that is critical to our individual and collective ability to not simply survive AND thrive? Will you change your words, because the way you choose to think, the words you choose to share create your perspective. Every time you think or say “change is difficult” you are strengthening a neural pathway, giving power to an outdated habit of thinking that will not and cannot take you forward. Read More: [Worlds Make Worlds-Opening the Door to a Better Present and Future](#)



Change is not the problem; it's the solution that drives great thought, great leadership and great organizations. The ability of smart, fast, forward thinkers to USE change, challenges,

stressors, even failures as a positive lever for their greatest potential and results is real and critical. The imperative to stretch and grow, adapt, evolve and thrive by honing your ability to build cognitive and emotional dexterity (Q1 and Q2) while developing (Q3) the spiritual capital; the integrity of purpose, great leadership and intrinsic motivation is before you. Read more: **Enlightened Self Interest: Building a Thriving, Resilient Culture**



Re-Imagine, Re-invent,  
Engage and LEAD Forward

Re-imagine, re-invent, engage and LEAD forward, because you can. Adapt, evolve and thrive...or die. Celebrate YOUR ability to be the difference and champion the difference by making positive change and the development of all three Q strengths a living reality. Find new ways, faster and better ways to think differently, communicate/collaborate across boundaries while building the anchors that drive and sustain leadership, engagement, purpose and results; ways that can help you, ways that can help your people build their 3Q Edge™. Carpe Diem! Read More: Re-focus, Re-purpose, Re-power: Ten Practical 3Q Personal Development and Leadership Tips

**More? YOU Betcha!**

Possibility Thinking, Doing and Results (Part 1) A 3Q Portfolio of Strengths

Possibility Thinking, Doing and Results (Part 2) 5 Success Benchmarks

A Growing Compendium of 475 Great Leadership and 3Q Leadership Articles

**Anything else? YES.** Our new website and blog with expanded collaborators, programs and services for individuals, organizations and emerging leaders debuts this month. Stay Tuned!

Are you ready to find a new way, a better and faster way to build strong leadership, communication influence and career success at the

speed of change/challenges? We are here to help!



Irene Becker, Chief Success Officer

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*Leadership Growth, Communication Influence, Career Optimization in Disruptive Times*

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**Re-focus, Re-Purpose, Re-Power**

**New mindset = new result!**

**10 Practical Ways to Re-focus, Re-purpose, Re-power in Disruptive Times  
(and a BIG list of practical, inspiring**



## 3Q personal development links and tips)

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Take Back Your Power to Make a Difference-Because YOU Can

**Who is writing this post? What do I know about this topic? More than most people.**

I have been to the top of the mountain, and I have started again from ground zero with challenges and seemingly impossible odds staring me in the face. You can read my story and the genesis of my 3Q Leadership work...you can read my bio OR you can reflect upon what causes someone to be passionate about your ability to not simply play to strengths but to

transform changes, challenges, stressors AND even failures into a powerful lever for our greatest potential and results. Potential and results that speak to your talent, your purpose your ability to make a difference in a way that will positively impact your life and the lives of others.

**Life and career were complicated enough before we entered this new VUCA (volatility-uncertainty, change, ambiguity) world. Is there an upside? Yes!**

Success means recognizing and accelerating your ability to learn/re-learn, rethinking and finding new ways of communicating, collaborating and executing that help you use what is to create what can be in yourself and in others. It means actualizing your greatest potential, and this potential is ignited when you recognize YOUR ability to make a difference. New Mindset-New Result.

**Here are 10 Ways to Re-focus, Re-Purpose-Repower!**

**New Mindset=New Result**



Be Your Own Hero

## **1. Be Your Own Hero. Focus on YOUR Greatest Power-YOUR True Power.**

Whether you seek to lead your best life, lead your team, organization or country you will need to lead greatly. Leading greatly means understanding and enabling YOUR true power. It means championing yourself, rather than waiting for someone to champion you. True power is not the power of domination, exploitation, ego or arrogance; true power is the fire of faith, hope, courage, integrity and humanity; it is the spark plug that can help you be your own hero! *Read more...*



Ask questions that take YOU forward!

**2. Ask yourself the right questions. What are YOU doing with your life? What do YOU really want to achieve?**

**What new personal rituals/habits of thinking are you developing to inspire, empower and engage YOUR best self?**

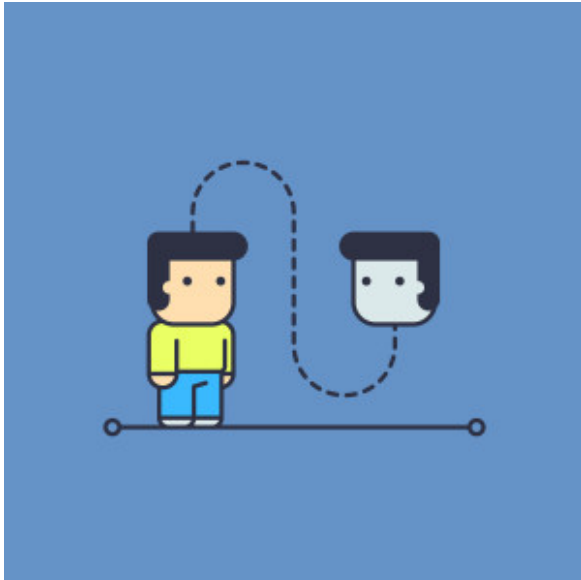
**How can YOU shut down YOUR negative self talk in ways that empower YOUR best thoughts and feelings? *Read more...***



Build Mindfulness

**3. Make mindfulness part of your daily practice...in less than 10 minutes a day. No time to meditate...Try The Pause-Yes, in 3 minutes you can put your brain in an alpha state, develop greater mindfulness and repower!**

***Click for the 3 minute Pause exercise... Science confirms that mindfulness is critical to health, cognition, ideation, longevity, happiness, creativity. Meditating, praying, chanting all build mindfulness...so does doing a simple exercise like The Pause.***



Build Greater Self Awareness

**4. Build self-awareness; develop a better, stronger relationship with yourself and others. How can you build a better stronger relationship with yourself?How can you build a better stronger relationship with others?**

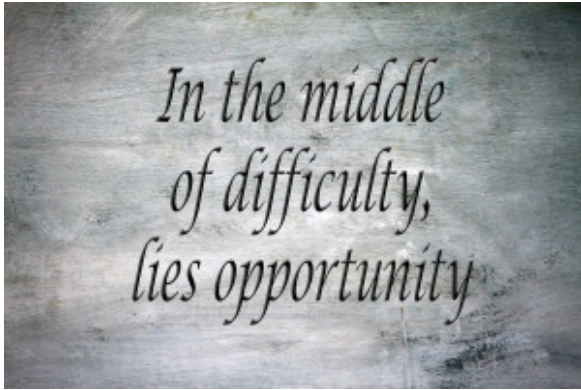
**Take time to reflect and build self-awareness and your relationship with yourself because doing so is critical to establishing and building better relationships with others. *Read more...***



Develop “Cool Tools” Five minute rituals to refocus, recharge and repower!

**5. Use “Cool Tools” 5 minute rituals that bring out your best; personal rituals you can do almost anywhere that help you refocus-recharge and re-power.**

**Cool tools (5 minute rituals) you can use almost anywhere, and that will help you re-set the GPS so that you are empowered, solution focused and ready to do and feel your best! *Click for an excellent list of 5 minute Cool Tools...***



Fail Forward!

**6. Turn failure around by using it to succeed and to build the cognitive dexterity, emotional dexterity and resiliency that are critical. Crazy? Really? Think again. Being able to see them with new eyes, learning to use them as positive and powerful stepping-stones to your greatest potential and results is the way forward.**

**Yes, in the middle of failure there are many levels of opportunity and growth!  
*Read more...***





Inspire  
Yourself

**7. Inspire yourself. The choice is before you, is before us all; you can choose to champion the best or be swept away by the worst.**

**Let's face it, we are primally wired to be on the look out for predators; negativity and fear will catch our immediate attention. Yes, it is time to re-set the primal wiring!**

**You can feed your mind, your brain, your soul with intake that inspires, engages and challenges your forward or give in to the ongoing climate of volatility, uncertainty, change and ambiguity that**

characterizes this time of great paradox and transition. Finding one simple way each day to feel inspired, developing personal rituals of inspiration is critical. *Read more...*



Inspire Others

## 8. Inspire Others

Find a way each day to inspire another person forward. Just like volunteering your time makes you feel good, simply sharing a smile, a word or gesture that inspires someone else will positively impact your day. Mirror neurons enable us

to sense the feelings of others. Pass positivity forward by inspiring another person and watch the inspiration ripple grow! *Read more...*

9. See your story with new eyes that help you appreciate your strengths/talents while transforming challenges into a lever for grit, greatness, potential and results. *Read more...*



Build Your 3Q Edge-Use strengths and challenges as positive levers for your potential and results!

**10. Build YOUR 3Q Edge™** You cannot defy gravity, but you can learn to optimize strengths while also transforming changes, challenges, stressors (even failures) into a lever for your greatest potential and results- Neuroscience confirms that our brains are neuro-plastic; we have the ability to re-write patterns of thinking, communicating and doing. *Read more...*

**More? Always! A selection of passionate, inspiring and practical 3Q personal leadership and personal development posts and tips:**

- Radio Interview: From Pain to Gain in Life and Career**
- How to Build and Sustain Great Leadership-7 Timeless Commitments**
- The Secret to Personal Development and Success**
- Our Greatest Hope**

## **Turning Negativity Around**

- Using Failure to Succeed**
- From Victim to Victor**
- The Power of YOUR Story**
- Against All Odds-A True Story of Hope, Courage and Leadership**
- I Will Not Be Broken**
- The Secret to Peace and Prosperity**
- Be The Miracle**
- The Wisdom and Power of Your Dreams**
- The Call to Serve, Lead and Live Greatly**

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# **Five Truths and Business Development Best Practices**

**Cheat Sheet: Business Development | A 3Q Perspective**

**(Including over 400 bonus business links)**

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The imperative to hone your ability to communicate and sell your ideas, your products, your services/organization is more than the litmus test of sales people and those involved in business development. We are living in a whole new world and marketplace where the ability to communicate and get buy in is critical.

Here are some business development truths and best practices for people who want to improve results by building their 3Q Edge™ as it relates to sales and business development: Q1) Improved focus, creative and strategic thinking Q2)

**Emotional mastery, relationship building,  
communication influence/buy-in Q3)  
Integrity of purpose, communication and  
execution.**

**Truth #1: It is all about  
THEM.**

**Best Practice #1: Refocus.  
ASK Questions that  
demonstrate your interest and  
allow the prospect to talk  
about the challenges YOU will  
then demonstrate you can**

**Truth # 2: Good business is  
built on trust; trust is  
built by developing good  
relationships.**

**Best Practice #2: Empower  
your confidence, so you can  
empower their confidence and  
engage them in a win-win  
relationship.**



**Truth # 3: Focus on benefits, not features. Your prospect does not want to hear how great you are, they want to know that you care, understand and can solve their problem/pain point.**

**Best Practice #3:**

**Communicate Effectively. Learn how to open the ears of your prospect; speak their language and make sure they understand your message and your commitment to helping them solve their challenges.**

**Truth # 4: You cannot light a fire with wet wood.**

**Emotional buy-in is critical. Demonstrate that you understand and care before you back up how you can help solve their challenges with facts/logic/data.**

**Best practice #4: Hone your ability to understand, empathize and connect with your prospect. Great salesmanship is demands emotional intelligence.**

**Truth # 5: Success means creating value for others; a**

**3Q equation that demands**

**Q1) Focus, strategic and creative thinking**

**Q2) Emotional intelligence, communication skills**

**Q3) Integrity of purpose, communication and execution**

**Best Practice #5: Harvest your best results by having:**

**1. A goal.**

**2. A commitment to listen, observe, understand and meet the needs of others.**

**3. A process to prospect, monitor and follow up.**

**Business development is a 3Q Equation that can be achieved with REACH™-5 simple, powerful steps that form the basis for 3Q coaching, and can help you adapt, grow and build new skills and strengths!**

**Redirect focus (prime your brain for success)**

**Empower confidence (build engagement)**

**Communicate Effectively (trust and rapport)**

**Actualize (sales + relationship**

potential)

Harvest Results (and re-harvest)

**More on Business Development? YOU  
Betcha. Here come the bonus links!**

- **The NEW Rules of Business Success**
- **The DNA of Business Success in  
Disruptive Times**
- **Best Practice Business**
- **Business Plan Basics and 5 Biz Links**
- **Business and Sales Development at the  
Speed of Change**
- **Are YOU Leaving Business on the Table**
- **Business at the Speed of Now-Great  
Read Book Excerpt and Review**
- **Business at the Speed of Change-300+  
Infographics and Articles**

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