

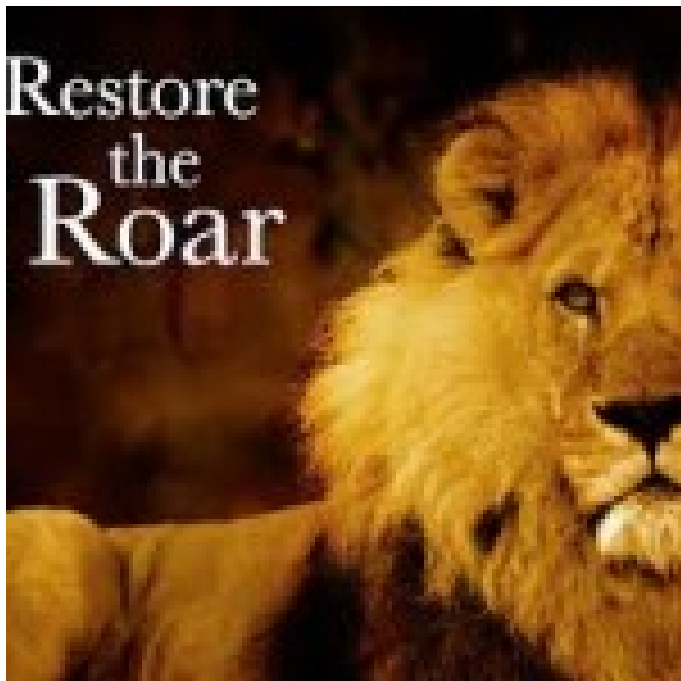
# Success in Disruptive Times: Ten Ways to Restore Your Roar and Optimize Results

## Success in Disruptive Times: Ten Ways to Restore Your Roar and Optimize Results

Bonus-Links to 1174  
articles/infographics

© Irene Becker, Just Coach It-The 3Q Edge™ | (IQ-EQ-SQ) Reach-Resonance-Results

**3Q Leadership™ Blog- 35,000+ Social Media Followers & Growing!**



[pullquote align="right" textalign="center" width="30%"]If you  
have lost your roar, you are not alone.[/pullquote] Rampant

disengagement and the astronomical rise of stress related challenges impact us all. The World Health Organization forecasts that stress will be the major cause of physical disability in the world by 2030. The individual, collective and organizational imperative to restore the roar is critical!

**[pullquote align="center" textalign="center" width="30%"]Achieving success in disruptive times means finding new ways to roar[/pullquote];** new ways to optimize, humanize and catalyze human purpose, passion, potential and results at the speed of change.

**Creative destruction** (*The process of industrial mutation that incessantly revolutionizes the economic structure from within, incessantly destroying the old one, incessantly creating a new one.*" Joseph Schumpeter, 1942) **is here to stay, and it can be applied to almost any aspect of our lives, work and organizations.** Financial squeeze, market squeeze, increase in social/digital business, big data technology, increasing distrust in big institutions, more people in the marketplace due to lower price of entry, increasing competition, information overload (info-besity and increasing difficult to be heard/seen), manic/hyper cycle of wins and challenges.

**[pullquote align="center" textalign="center" width="30%"]Opportunity lies in having the courage to develop a NEW relationship with change, challenges, stressors and failures that puts YOU ahead of the pack[/pullquote]** and helps you USE these factors to optimize, humanize and realize your greatest potential and the potential of your people. Words become worlds. Thoughts ignite our imagination and transform the way we think, communicate and execute. The need to think new thoughts, see our talent/strengths with new eyes AND use the changes, challenges, stressors and failures we face in NEW ways that drive our potential is critical.

**[pullquote align="center" textalign="center" width="30%"]Here are ten thoughts/steps/ways to restore your roar, and build your 3Q Edge™/Advantage at the speed of change! [/pullquote]**

*(click on blue links for corresponding articles)*

The greatest opportunities lie in looking at things the way no one else does.

Champion the DNA of business success. Sift through complexity and focus on what will create ideation, innovation, traction, business development and growth.

Shed habits of thinking, doing and communicating that may have worked well in the past, but will not take you/ your people forward in the future.

Retrain your brain. Put it in the KNOW and go forward.

Learn how to use it to catalyze mindfulness, whole brain thinking and the power of reflection.

Develop habits of thought that will help shift your perspective and discover new options.

Start using changes, challenges, stressors, even failures to build YOUR greatest potential.

Leadership starts with your ability to imagine, inspire, innovate and communicate forward.

Build new and better strategies that help you play in a sandbox of quicksand.

Get empowered, re-inspired and use this momentum to inspire others because the traditionally male model of leadership is not working.

**[pullquote align="center" textalign="center" width="30%"]**Will the changes YOU face open the door to a better future, or become an anchor to the past that limits your potential?**[/pullquote]** *Are you ready to restore the roar in yourself, your people and your organization?* Will you see the creative destruction before you as an opportunity to optimize your talent or allow it to limit or crush your potential? Only you can decide, but the imperative to EVOLVE or DEVOLVE is real . Evolving means taking a stretch out of your comfort zone, but it may very well be the most important and valuable stretch you can take! Every small and consistent step forward is a giant leap because it helps you reset the internal GPS, rewrite neural pathways by discarding what no longer works and embracing habits of thinking-feeling-doing that take you forward faster and better.

**More on Success, Leadership, Communication, Organizational Development in Disruptive Times? You Betcha, that's what 3Q is all about!**

Over 300 Articles on Great Leadership and 3Q Leadership in Disruptive Times

Over 90 Articles on Communicating for Success

Over 200 Articles on Business at the Speed of Change

Over 574 Article and Infographics on HR, Team Work, Workplace, Career Success

**Enough? Almost! If you are in Toronto, I hope you will join me for the following events. If you are in London and NYC...stay tuned, coming to you later this year!**

Project Manager's Success Summit | April 25-27 (Virtual, Free Event with PDU's)

Effective Teambuilding in One Hour | Project World, June 10<sup>th</sup>  
Metro Convention Centre

3Q Leadership | Canadian Institute of Management Symposium,  
June 13, Sheraton Four Points

## Time to restore the ROAR?

Get re-inspired by what you can achieve at the speed of change/challenges? Recharge, refocus, repurpose, repower? Build YOUR 3Q Leadership, Career, Business Development or Talent Optimization Edge?



**Irene Becker | Just Coach It | The 3Q Edge™**

***Executive Coaching, Consulting, Training & Keynotes with a 3Q Edge™***

***Face to Face | By Telephone, Skype or Video Conferencing***

**Twitter @justcoachit Tel: (1) 416-671-4726**

**Skype: beckerirene**

---

**Unforgettable | Exceptional |**

# Remarkable

## Unforgettable | Exceptional | Remarkable

### 21<sup>st</sup> Century Success Markers With 308 bonus links!

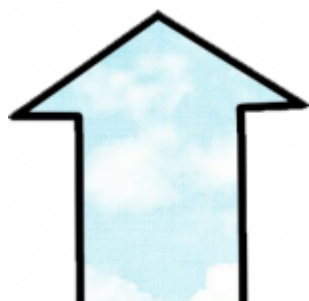
© Irene Becker, *Just Coach It-The 3Q Edge™ | (IQ-EQ-SQ) Reach-  
Resonance-Results*  
*3Q Leadership™ Blog- 35,000+ Social Media Followers &  
Growing!*



The imperative to be unforgettable, exceptional and remarkable is clear, and doing so takes guts, gusto and integrity. It

takes the courage of a lion, the heart of a servant and the values of a champion to thrive in a marketplace where info-besity, competition, challenges, chaos AND opportunities reign supreme. You are YOUR brand and the solution starts with YOU.

**Will you be shaped by the environment before you, or use what you have to create a new internal environment that drives your greatest potential?** Is it time to inject new blood, new ways of thinking, doing, communicating and executing that help you raise the bar, up the game, champion and realize the best in yourself and your people?



**Be unforgettable. Build Q1:** IQ (Ideation, Innovative Thought, Strategic Thought, Focus on What Counts) Change the way you think, become an abductive thinker who can use challenges to see solutions, create new ideas, drive collaboration in new ways that take you and others (those you serve) forward faster and better. **Get gutsy. Transform the way you think, transform the results you achieve.**



**Be Exceptional: Build Q2:** EQ (Emotional Intelligence, Social Intelligence, Communication, Collaboration, Resiliency, Risk Tolerance) Use changes, challenges, stressors and failures to grow EQ/EI. Develop a new relationship with typical stressors and

frustrations that ignites your ability to grow, evolve, lead and live better at the speed of change.

**Stretch and grow with gusto. Expect a bit of discomfort that will translate into emotional strength and capacity that will transform stress into greater success.**



**Be Remarkable: Build Q3: SQ** (Values, integrity of purpose, communication, action while growing intrinsic motivators that will LEAD your forward when times are tough!). The timeless anchor for sustainability is creating value for others; doing so means guarding your values, your integrity of purpose, action and communication. Build Q1 and Q2-optimize your intelligence and your emotional power, increase creativity, adaptability, communication, collaboration. **Champion integrity. Embrace and actualize the values and purpose that creates value for all constituents and the communities you serve.**

**Will being unforgettable, exceptional and remarkable become your mantra?** Lead forward with guts, gusto and integrity? Plant seeds that drive new ways of thinking, seeing, communicating and acting that break through barriers, empower engagement, vitalize creativity, drive human centric business results? Growth does not happen in the comfort zone, so get out of it and champion the opportunity before you to learn/relearn, grow, expand and lead forward. **You can be shaped by the environment before you, or you can decide to shape your environment and build your future by optimizing your greatest potential.**

**The greatest opportunities lie in looking at things the way no one else does.** Will you see the present and future with new



eyes that help you develop the organization of tomorrow, build a better career path, empower the best in those you lead and serve, or be stuck in a mindset that may have worked in the past but cannot help you empower, engage and achieve your greatest potential? Carpe diem. Each day is a new opportunity to learn, share and contribute. **Start building 3Q success skills that grow at the speed of change. Use them, share them and watch them grow!**

[Image Credit: 123RF Stock Photo]

### **More on 21st Century Success and 3Q Leadership? You Betcha!**

Guts, Gusto and Integrity: 3 Qualities You Need to Succeed  
From Pain to Gain: Ten 21st Century Leadership Lessons Learned

Building the Thriving Organization

The DNA of Business Success in Disruptive Times

The Individual and Organizational Imperative to Do Good in the World

Sneak Peak: Intro to my forthcoming book!

### **More? Yes!**

Over 300 articles on Great Leadership and 3Q Leadership

Audio Interview by Ted Coine : The Linchpin to Your Company's Success

Video Interview by Shannon Skinner: Extraordinary Women TV

**Enough? Almost! If you are in Toronto, I hope you will join me for the following events. If you are in London and NYC...stay tuned, coming to you later this year!**

Project Manager's Success Summit | April 25-27 (Virtual, Free Event with PDU's)

Effective Teambuilding in One Hour | Project World, June 10<sup>th</sup>

Metro Convention Centre

3Q Leadership | Canadian Institute of Management Symposium, June 13, Sheraton Four Points

# Are you ready to go from Now to HOW?

Get re-inspired by what you can achieve at the speed of change/challenges? Recharge, refocus, repurpose, repower? Build YOUR 3Q Leadership, Career, Business Development or Talent Optimization Edge?



**Irene Becker | Just Coach It | The 3Q Edge™**

*Executive Coaching, Consulting, Training & Keynotes with a 3Q Edge™*

**Face to Face | By Telephone, Skype or Video Conferencing**

**Twitter @justcoachit Tel: (1) 416-671-4726**

**Skype: beckerirene**

---

## **18 Ways to UP YOUR Conference/Networking ROI**

# **18 Ways to UP YOUR Conference/Networking ROI 3Q Business Development-Networking Best Practices**

**©Irene Becker, Just Coach It-The 3Q Edge™ | (IQ-EQ-SQ) Reach-  
Resonance-Results**

**3Q Leadership™ Blog- 35,000+ Social Media Followers &  
Growing!**

**Let's face it, even the most experience business people and networkers often DO NOT optimize conference/networking ROI. Here are some practical, actionable tips from my toolkit and from a book called Conference Crushing by Tyler Wagner.**



**1. Know who YOU are! Know the skills, talents, and knowledge**

you bring to the table.

**2. Focus on YOUR objectives** for this conference-collectively and individually.

**3. Get strategic.** The more you know about everyone attending and sponsoring the conference the better you will be. Do your research. Research the coordinator( s), influential speakers, influential attendees. Track any commonalities you have.

**4. Focus on maximum three goals** for the conference or networking event.

**5. Develop your before, during and after strategy** Conference Smart Goals/ Follow Up (see # 6)

#### **6. Conference (Smart) Goals and Follow Up!**

Action Steps	Desired Outcome	Next Step(s)	People I Met	How I Can Help Them	How They Can Help Me	Follow Up Method

*Source: Conference Crushing Wagner, Tyler (2014-03-11)*

**7. Connect with the speaker (s).** Send an email to the speaker showing appreciation for their work, and mention that you hope to meet him/her at the conference. Mention how their work has helped you. Open the door to building a relationship.

**8. visualize success and use personal tools that put you in**

**the groove!** If you do not have a personal tool kit of visualization and personal tools, start building one!

**9. Don't get cold feet-don't be a barrier to your potential.** Cold feet can be warmed! Knowing that you can improve your communication and business development skills can make even the coldest feet warm.

**10. Really listen.** When you talk use similar language, cadence and body language. Listen reversed spells "silent". Give the other person your undivided attention.

**11. Get them to talk about their work, career, interests, opinions.** People tend to remember a conversation as a good one if they get to talk about themselves.

**12. Understand what NOT to do!**

- Don't let fear keep you from talking to other people.
- Don't focus on quantity when networking, be strategic!
- Don't be distracted by food or drink.
- Don't hand business cards to people you haven't had a conversation with yet.
- Don't ask yes or no questions.
- Don't ask only work related questions.

- Don't forget to keep track of people you intend on following up with.
- Don't waste time on your phone or computer.
- Don't gossip about others at the event.

**13. Stay focused, don't zone out.** Your MVP (most valuable player) is the person you are interacting with. Each individual knows at least another 300 people. Every time you interact you are representing yourself, your career and your organization. Every conversation is an opportunity to build a relationship that can positively impact your career and organization.

**14. Get out of your comfort zone, it's the only way to grow!** You will not improve your communication, networking; your business development skills in YOUR comfort

- Grow your 3Q Edge™ expand your skills, by seeing challenges with new eyes!
- Communi-great! If you feel nervous, pretend you are acting the role of a confident, expert connector and networker. Fake it till you make it!

**15. Give added value, because building and maintaining a relationship is all about creating value for others.**

- Validate the other person.
- Do/say something helpful

- Focus on them; listen, connect and show them you are interested and care about what they have to say.
- Use the right communication style that opens their ears, resonates with them.
- Be authentic because it builds trust.

**16. Check out the vendors.** There is a lot that can be learned from visiting vendor booths. It also provides an additional way to network.

**17. Don't just collect business cards. Follow UP.** Pick the right way to follow-up, select what/how you will follow-up and do it the next morning.

**18. Book a pre AND post conference meeting and de-brief with team members.**

- Discuss your goals, how you will share the room pre conference/networking event.

- Hold a post conference meeting to share what you have learned, connections you have made, business development ideas that sprung up as a results of the conference.

**More? You Betcha. Sharing a handy list of links on communication-one of your key business, career and life success anchors!**

Communicating for Success | A Collection of More Than 80 Articles

Build Better Communication NOW!

The DNA of Business Success in Disruptive Times-7 Insights  
Business/Sales Development at the Speed of Change

# Are you ready to go from Now to HOW?

Get re-inspired by what you can achieve at the speed of  
change/challenges? Recharge, refocus, repurpose,  
repower? Build YOUR 3Q Leadership, Career, Business  
Development or Talent Optimization Edge?



Irene Becker | Just Coach It  
The 3Q Leadership Edge™

*Ideation-Communication-Leadership and BD Growth at the Speed  
of Change*

*Executive Coaching, Consulting, Training & Keynotes with a 3Q  
Edge™*

*Face to Face | By Telephone, Skype or Video Conferencing*

Twitter @justcoachit Tel: (1) 416-671-4726

Skype: beckerirene