LEARNING OBJECTIVES

1. Recognize the role that discipline plays in both personal transformation and effective leadership of a healthcare team.
2. Define 'empowered empathy' and recognize the impact of compassionate service in the practice of pharmacy.
3. Recognize the benefits of 'purposeful vision' for the effective leadership of a healthcare team.

POLL QUESTION #1
I recognize the role that ‘mindful discipline’ plays in both personal transformation and effective leadership of a healthcare team.
- a. Strongly Agree
- b. Agree
- c. Neutral
- d. Disagree
- e. Strongly Disagree

POLL QUESTION #2
I understand the meaning of ‘empowered empathy’ and recognize the impact of compassionate service in the practice of pharmacy.
- a. Strongly Agree
- b. Agree
- c. Neutral
- d. Disagree
- e. Strongly Disagree

POLL QUESTION #3
I recognize the benefits of having a ‘purposeful vision’ for the effective leadership of a healthcare team.
- a. Strongly Agree
- b. Agree
- c. Neutral
- d. Disagree
- e. Strongly Disagree
PURPOSEFUL VISION

You **Own** It

Clearly **Defined**

*Inside* before *Outside*

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Have/Do/Be

Be/Do/Have

---

“When you change the way you look at things, the things you look at change.”

Dr. Wayne W. Dyer
**Victim Vs. Owner**

**POSSIBLE “WAYS OF BEING”**

**Disempowering**  
- Resigned  
- Cautious  
- Fearful  
- Cynical  
- Pessimistic  
- Reserved  
- Frustrated

**Empowering**  
- Passionate  
- Committed  
- Expressive  
- Responsible  
- Adventurous  
- Open Minded  
- Enthusiastic

1. What I want is ________________.
2. It is important to me because ____________.
3. I would have to BE ________________.
4. I would have to DO ________________.
5. I would HAVE ________________.

**CONSCIOUS PERSISTENCE**
A Black Belt is a White Belt that Never Quit.

- Be Present
  - “Slow down” in order to “Speed up”
- Be Progressive
  - Focus on C.A.N.I. (Constant and Never-Ending Improvement)
- Be Prepared
  - Lead with Conviction and Enthusiasm

“A problem can never be solved by the same mind that created it.”
- Albert Einstein

Forward Focus

Creative Thinking vs. Reactive Thinking

Adapted from “Leadership Made Simple” – Ed Oakley & Doug Frug
We must ........
- Silent before we can listen
- Listen before we can learn
- Learn before we can prepare
- Prepare before we can serve
- Serve before we can lead

Take care of yourself so you can help take care of others.

Are You Balanced?
Are You Balanced?

5 D’s

Keeping Agreements

DETAIL IT!

THE 5 “D’S” OF KEEPING AGREEMENTS
(DETAIL IT!)

Career
- Complete Monthly P&L Report
- Meet Greg for lunch
- Quarterly Staff Project Meeting
- JAS’18 Shipping Estimates
- Complete Computer Training

Family/Relationships
- Coach Jimmy’s Soccer Team
- Take Lindsay to Ortho
- Date night with Janet (wife)
- Dinner with sister and family
- Plan Summer Vacation

Home Chores
- Clean Basement
- Fix Gate on Fence
- Cut Lawn
- Prepare Taxes for Accountant
- Oil Change for Car

Personal - Health/Wellness
- Workout at Gym (Mon/Wed/Fri)
- Stop World Hunger
- Run 5K Race on Sunday
- Complete 3 Books on nightstand
- Schedule annual physical

DELETE IT!

THE 5 “D’S” OF KEEPING AGREEMENTS
(DELETE IT!)

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DEFER IT!

THE 5 "D'S" OF KEEPING AGREEMENTS (DEFER IT!)

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DELEGATE IT!

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DO IT!

THE 5 "D'S" OF KEEPING AGREEMENTS (DO IT!)

Career
- Quarterly Staff Project Meeting
- JAS '18 Shipping Estimates

Personal - Health/Wellness
- Workout at Gym (Mon/Wed/Fri)
- Run 5K Race on Sunday
Set an Intention
Slow down
Be courageous

THE QUESTION THEN BECOMES.....

“How may I serve?”

INSPIRED ACTION

Three Types of People

Unconscious-Incompetence

Conscious-Incompetence

Unconscious-Incompetence

Conscious-Incompetence
Conscious-Competence

Unconscious-Competence

The “Worry Cure” Study

85%

Of 15% that did, 79%

97%

Robert Leahy, Ph.D – “The Worry Cure"

“Fear is excitement without the breath.”
- Fritz Perls

BREAKING OUT OF COMFORT ZONES
With Winning in Mind – Lanny Bassham

**Compounding Impact of Daily 1% Improvements**

- 1 Year - 37 times better
- 2 Years - 1,400 times better
- 5 Years – 76,000,000 times better

Inspired by James Clear – Author of Atomic Habits

**BREAKING OUT OF COMFORT ZONES**

Where the magic happens...

Your Comfort Zone

**BREAKING OUT OF COMFORT ZONES**

Where the magic happens...

Your Comfort Zone

**BREAKING OUT OF COMFORT ZONES**

Where the magic happens...

Your Comfort Zone
What is one action step you are willing to take?

Vision

Why

Be

Do

Have

1. What I want is ___________.
   - Live with his family

2. It is important to me because _____________.
   - Reconnect with his family because he missed them

3. I would have to BE _________________.
   - Controlled, Open and Agreeable

4. I would have to DO _________________.
   - Follow the rules of the house

5. I would HAVE _________________.
   - Connected family

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POLL QUESTION #3

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b. Agree
c. Neutral
d. Disagree
e. Strongly Disagree