



Seven Habits of Highly Effective
People
The Foundation



First Let's Review

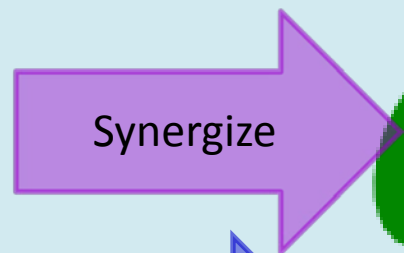


Sharpen the Saw



Interdependence

Synergize

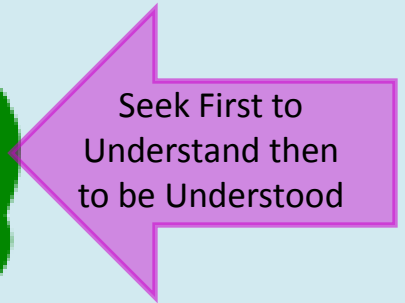


Think Win Win



Public Victory

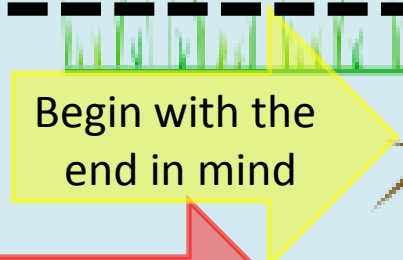
Seek First to Understand then to be Understood



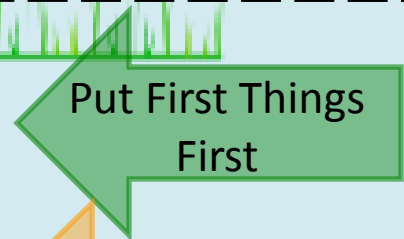
Team Player

Independence

Begin with the end in mind



Put First Things First



Private Victory

Foundation

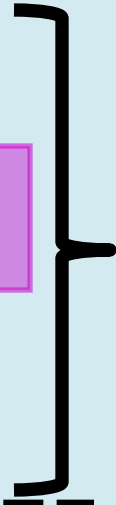
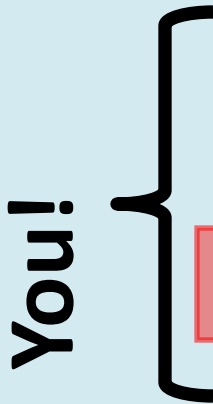


Be Proactive



Dependence

You!



Be Proactive

Habit 1

**You are in
control**

Begin with the End in Mind

Habit 1

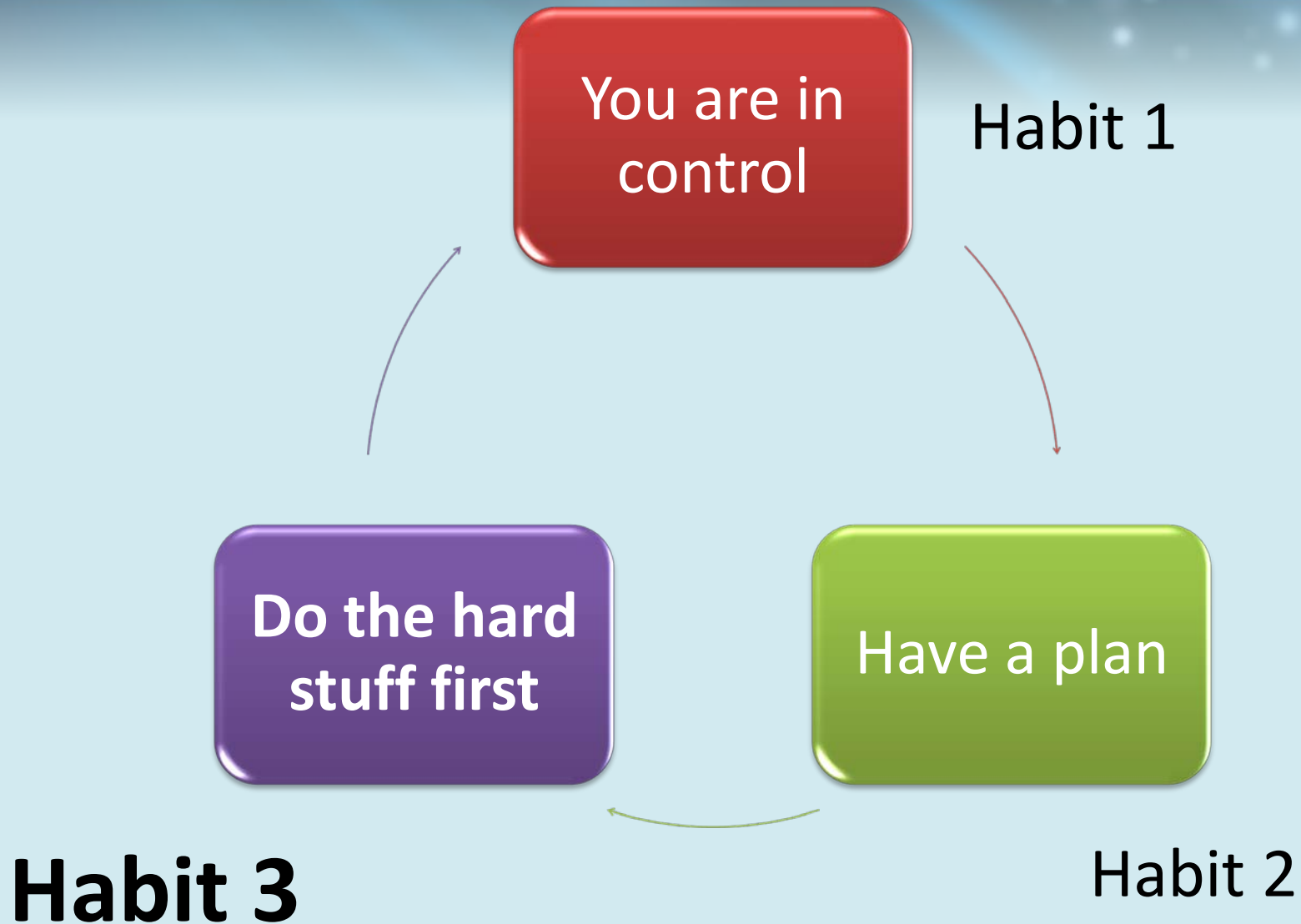
Habit 2

You are
in control

Have a
plan



Put First Things First



Think Win Win



Seek First to Understand Before Being Understood

Habit 5

Outlisten
Everyone

You are in
control

Habit 1

Have a plan

Habit 2

We are better
together

Habit 4

Do the hard
stuff first

Habit 3



Synergize



Sharpen the Saw



The Maturity Continuum

Interdependence

Independence

Dependence



Dependence

- YOU!
 - You take care of me
 - You need to
 - I depend on you
 - You complete me



Independence

- !!
 - I can do it
 - It is about me
 - I will not rely on anyone else
 - I am in control
 - I will win or lose because of me



Interdependence

- WE!
- We can do it
- We can work together
- We can find the solution
- Two heads are better than one
- The whole is greater than the sum of it's parts



Seven Habits

- 7 Habits are based on universal, timeless, and self evident principles
- They govern all of life
- Have been part of successful individuals, families, organizations and civilizations throughout time

Seven Habits

- Are about effectiveness
- Are not *all* about you
- About looking at life differently
- About being intentional
- Getting control of your life
- Improving relationships
- Making smarter decisions
- Defining values
- Finding balance

Your Journey

Your journey can be rich, enriching, and joyful. It can also be filled with hardship and sadness.

The journey is really a part of the destination.

And if we really think about it, how you travel is as Important as where you arrive.

“All of life is a journey which paths we take, what we look back on, and what we look forward to is up to us. We determine our destination, what kind of road we will take to get there, and how happy we are when we get there.”



Searching for Meaning

- Within each individual lies the need for meaning—the longing to be of value.
- This desire propels us to make the choices that will bring us the most joy and satisfaction from life.
- But in this fast paced world, it is really easy to become distracted by choices that in the long run have little value or meaning.
- We need to make time to pause to develop a clear image of the dreams, priorities and goals that will have the most lasting meaning for ourselves and those around us.

Where to begin

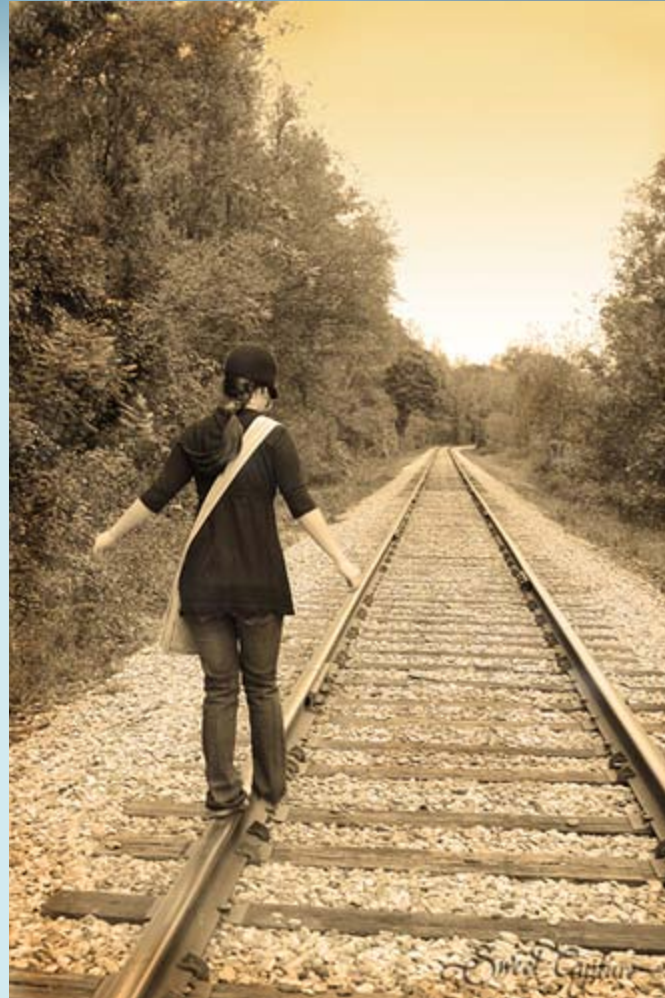
- Habits are too big to change.
- Have to start with actions first.
- Habits are the basic building blocks.
 - They click together like legos to form a character
- Ultimately it's your character that will determine your destiny.

7 Habits give a clear vision of your destination

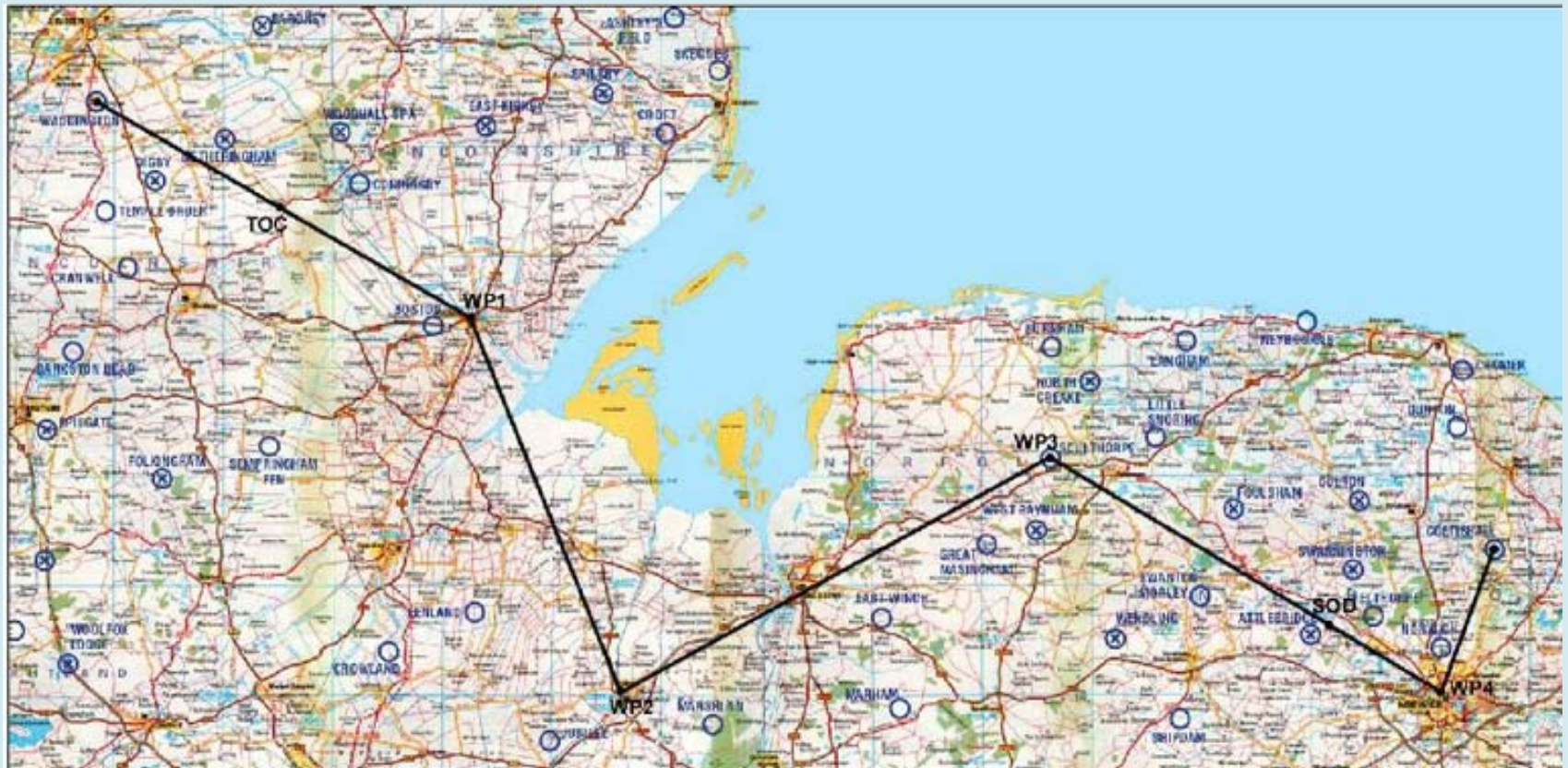


No one knows your situation like you do. You are driver, you are the one who has to deal with turbulent weather, the cold winds which will blow and try to throw you off track.

7 Habits help you stay on track



7 Habits gives you a flight plan



7 Habits give you a compass

You are the creative force of your own life, and you can become an agent of change.

This allows you to have an inner guidance system that will help you stay on course and move toward your destination.

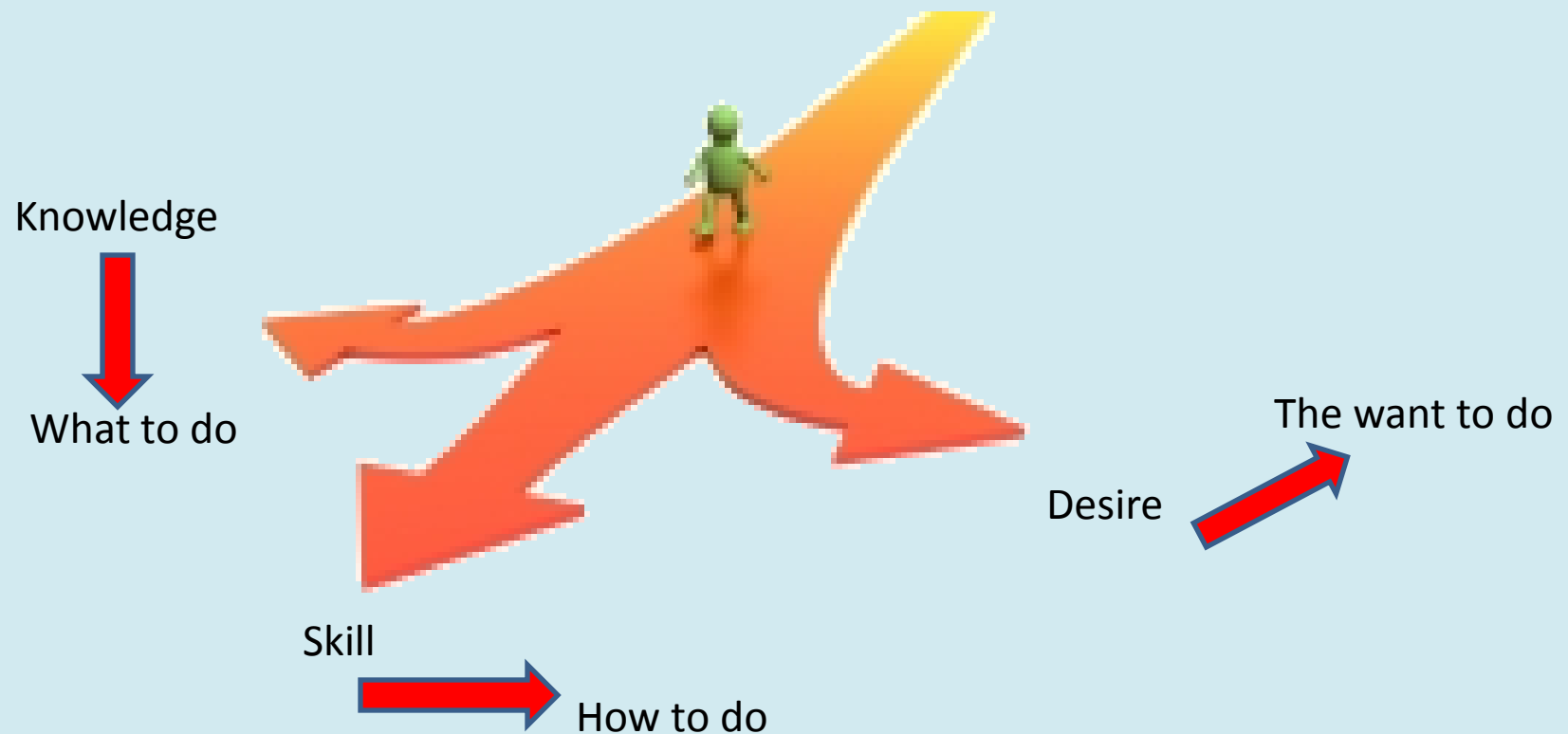


Habits as a Foundation

- Habits are powerful factors in our lives. Because they are consistent, often unconscious patterns, they constantly, daily express our character and produce our effectiveness.

Personality is the tree, character is found in the roots

- Our character is a composite of our habits.
- A habit is defined as the intersection of knowledge, skill and desire.



Each habit has a paradigm shift built into it...

- Creating a habit requires work in all three dimensions:
 - Knowledge
 - Skill
 - Desire

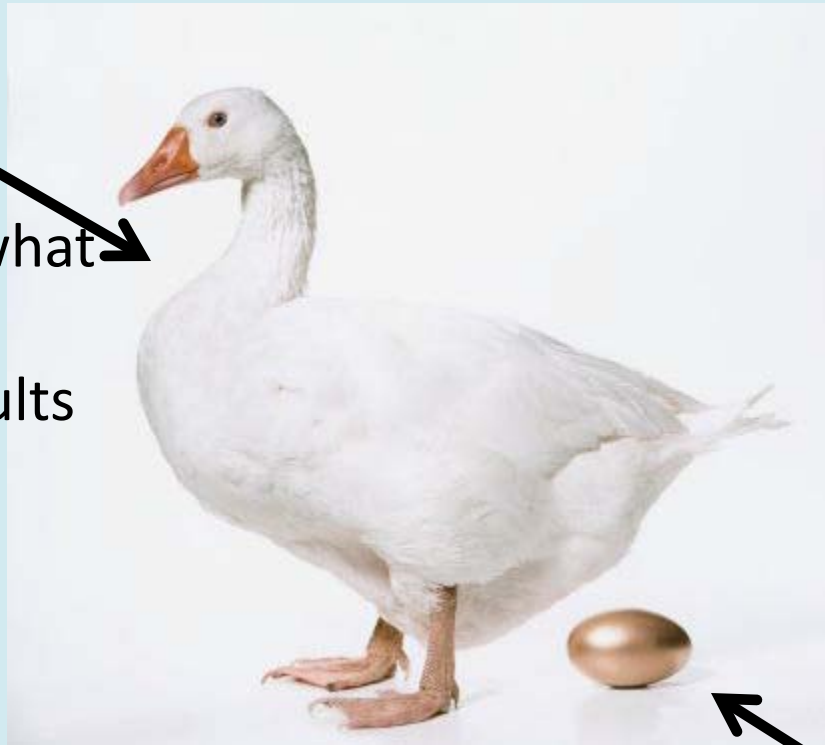
How we see the world shapes what we do. What we do shapes our brains.



P/PC Balance

Taking care of what
produces
the desired results

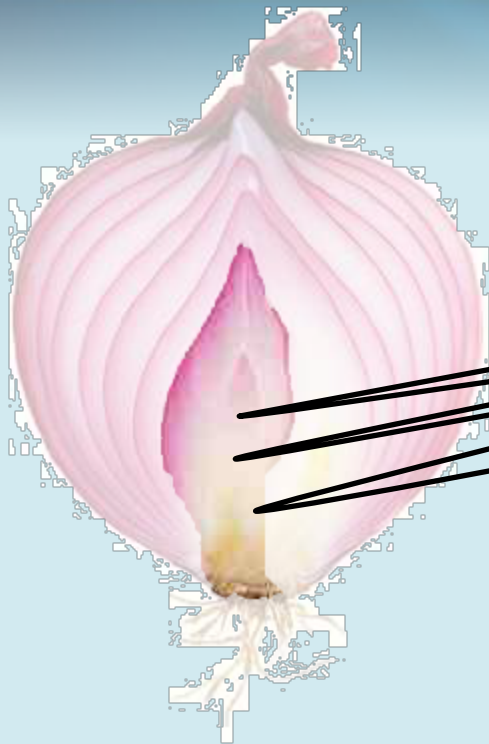
- Physical
- Financial
- Human
- Technological



Desired results

Need to find balance in life





It starts with the foundation of
your beliefs,
your core.