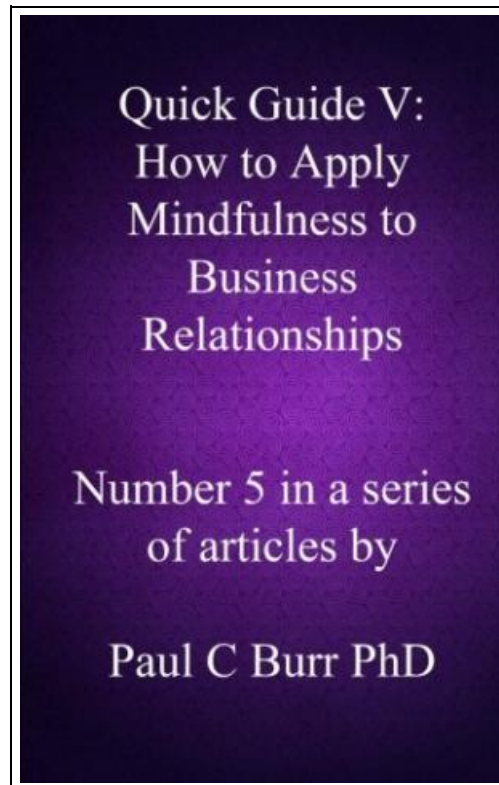


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QUICK GUIDE V - HOW TO APPLY MINDFULNESS TO BUSINESS RELATIONSHIPS



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Createspace, United States, 2013. Paperback. Book Condition: New. 203 x 127 mm. Language: English . Brand New Book ***** Print on Demand *****.When you give a top performer a target to aim for, they look beyond the target. Top performers stretch themselves. They set a range of targets. The minimum being success as defined by others. Success is their target but their purpose is to be the best, and often be seen to be the best. Top performers seek fulfilment through a sense of completeness that they have acknowledged and dealt with everything that is incomplete in their approach to business - specifically business relationships. The Journey to Completeness (a 10 out of 10) The journey to completeness is a step-by-step process. Each step has both intellectual and emotional content. Getting a top performer to raise their game from say a 7 out of 10 (which is the median score top performers give themselves) to a 10 (where 10 is perfect) is a two-stage process. Going from a 7 to an 8 out of 10 is a straight-forward and, by-and-large, an intellectual process. We can all work a little smarter. (If a coach can t help you achieve a one point improvement in your effectiveness, find another coach!) Going from an 8 to 9 to 10 is an emotional journey. The journey is filled with limiting (or disabling) beliefs you (by you I mean you, me, we, us) hold about yourself. If creating superior business relationships was purely an intellectual process (e.g. create the best business case and it will sell itself) then smart people, especially top performers, would already be there. The journey from 8 to 10 is an emotional journey that requires you to sit in and gauge the feeling of where you are right now,...



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