

The following resources are some of those we used to assemble the material contained in today's program.



Covey, Stephen R., *The Seven Habits of Highly Effective People*, Simon & Schuster, 1989.

Canfield, Jack, *The Success Principles*, Harper Collins, 2005.

Best wishes for your continued success,



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Peak Performance During Challenging Times

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RESOURCES

THE QUALITIES OF PEAK PERFORMERS

What are the qualities of people who perform at a high level during challenging times?

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The Three Obstacles to Growth

1. Assessing Current Strengths and Weaknesses

If you decide with heartfelt conviction that you want feedback, that you will be open to it, that you will be grateful when it happens, and you reward it, you will get it.

2. Translating Qualities to Behaviors

What do people with a given quality DO (and NOT DO) that differentiates them from the norm?

3. Having Faith in Principles

Having faith in principles means being focused on *what works*, rather than *whether or not it is working*.

“Observe all men, thyself most.”

— Benjamin Franklin, founding father, statesman, inventor

THE PRINCIPLE OF PRINCIPLES

Peak performance does not occur by accident. It happens as a result of a relentless commitment to principles and values.

A *value* is something that is important to you all by itself (e.g., *health, profit*). A *principle* is something that is important to you because it is a law that connects you to a *value*. In other words, a principle is important to you because of what it gets you (e.g., *exercising, providing customer service*). Principles are, in fact, the natural rules or laws of the universe that generally predict what happens.

Rely on Principles and the Rest will Follow

1. Principles: Do what works and have confidence that the rest will follow.
2. Values: If you demonstrate behaviors consistent with a principle long enough, the principle actually becomes a value.
3. Virtues: If you make a value-based choice long enough, the value becomes you.

***“We are what we repeatedly do.
Excellence, then, is not an act, but a habit.”***

— Aristotle, Greek Philosopher