



Personal Success and Leadership Excellence

Mark Sutherland



**Great
Champions
are never
surprised by
victory, they
plan for it
and they
expect it.**

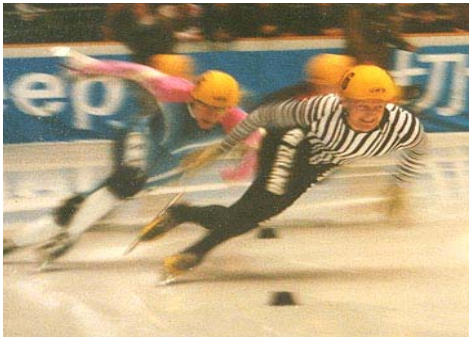
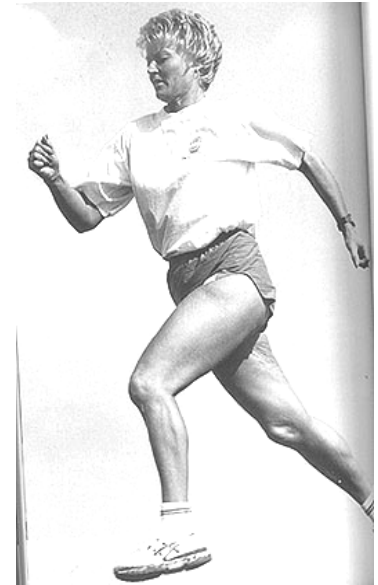


Exercise

Personal Business Ratings and Success Strategies



What does it take to become a
world class performer?





Success is about:

**Fronting Up
everyday - all day - in everyway**





Success is about:

Having a Global View





Success is about:

Choosing Your Path





Success is about:

Really Paying Attention





Success is about:

Teaming





Success is about:

Working the Gap





Success is about:

**Making
a
Difference**





Success is about:

Leaving a Legacy



"After the cheers have died down and the stadium is empty, after the headlines have been written and after you are back in the quiet of your own room, the enduring things that are left are the dedication to excellence, the dedication to victory, and the dedication to doing with our lives the very best we can to make the world a better place in which to live."

Vince Lombardi 3x Super Bowl Winning Coach



The 10 Laws for Success



Law 1

You control your own destiny

Law 2

There are no shortcuts

Law 3

You get back what you put in



Law 4

Benchmark off Number 1

Law 5

Preparation is everything

Law 6

Back yourself



Law 7

Make it Human

Law 8

Listen to your gut

Law 9

Best Way Principle



Law 10 No Excuses

*“There is no such
thing as try –
there is only do
or do not do”
Yoda*





Home is close now, I can almost stretch out my hand and touch it. But if it is close, it is also far. Much farther than 16,000 feet. As we strap on our oxygen tanks I think back to the boy, so close and so far, who had never heard of oxygen, but yet looked at this mountain and dreamed. Then we turned around Hillary and I. We begin to climb. It is many miles and many years that have brought me to this place.

Sherpa Tenzing's account of one morning in 1953 -
from 'Man of Everest'

"In some ways I believe I epitomise the average New Zealander. I have modest abilities, I combine these with a good deal of determination, and I rather like to succeed."

Sir Edmund Hillary