8 KEYS OF EXCELLENCE

Stay FLEXIBLE
Be willing to do things differently to achieve your goal.

Get off what’s not working. Shift perspectives. Maintain the ability to change what you’re doing to get the outcome you desire. The same approach—no matter how often it’s repeated—will usually produce the same result.

Flexibility is being prepared for changing situations and having the willingness to do things differently. If a strategy is not working, try something different until you find something that does work. When faced with situations that are different from what you expected you could be rigid and continue to do things the same way over and over. Or you could be flexible and change your approach. Which response is more likely to produce your desired outcome in the long run?

Don't fight change

People in their eighties and nineties looking back at their long lives have said that their regrets are more often about the opportunities for change they didn’t take than the ones they did. More often than not, change pays off. Hockey player Wayne Gretzky put it this way: “You miss 100% of the goals you never try for.”


Rigidity is another enemy. How well do you handle change? Do you hold on to old ways of doing things even when you know they don’t work? We all do sometimes. It’s not easy to recognize or admit when something isn’t working. Some people routinely fight against change. You’ve probably known rigid, inflexible people who refuse to adapt to new circumstances. But how successful do you think those rigid people are?

If complacency and rigidity are the enemies of success, change is its best friend. Change wakes you up, gets you on your feet, and engages you. Flexibility is a prime ingredient of a successful life in a changing world.
Open your mind to change

New ideas don't come to those with closed minds. When you realize it's time to change your actions, break yourself wide open. Start by promising yourself to be wide open to all kinds of new thoughts. Learn to set aside your assumptions and listen without judgment. Brainstorm. Branch out. Get creative. Explore as many possible solutions as you can. By throwing yourself open to the possibilities, you'll discover avenues for success that you would never have considered before. You might even find ways to improve things that are working.

Commit to Flexibility—it's fun, and it works!

When you commit to Flexibility, you'll discover a side benefit—life's more fun when you're flexible! Being open to change as you meet the unknown can be a thrill! Do you sometimes find yourself tingling with fear? Do you experience that heightened sense of alertness and readiness that comes with facing change? Excellent! That's how you know you're flexible enough to enjoy the challenge of change—and the success it brings.

WHEN SOMETHING ISN'T WORKING, I TRY SOMETHING NEW!