

7 Simple Steps for Upside Success:

Creating More Health, Happiness, and Meaning in Your Business & Your Life

UPSIDE THINKING

Upside Thinking is about tapping into the Unlimited Possibilities in and all around you. It's about seeing possibilities and opportunities in challenges as well as the joys in life. And, becoming an Upside Thinker is a continuous process. Being able to see the **Unlimited Possibilities** in and around me each and every moment requires commitment, discipline, and an amazing amount of emotional intelligence.

Personally, there are days when I am incredibly upside...and there are also moments when I'm like Eeyore, the donkey from the A.A. Milne book *Winnie the Pooh*.

Eeyore has a poor opinion of most of the other animals in the Forest, describing them as having "No brain at all, some of them", "only grey fluff that's blown into their heads by mistake". He's sarcastic and a bit cynical. So, Upside Thinkers certainly aren't perfect.

The best way to identify whether you're an Upside Thinker is to determine whether you're a bucket filler. In the book, *How Full is Your Bucket?*, Tom Rath discusses the theory of the **Dipper and the Bucket**. He says each of us has an invisible bucket that is constantly emptied or filled, depending on what others say or do to us. Each of us also has an invisible dipper. When we use that dipper to fill other people's buckets -- by saying or doing things to uplift them -- we fill our own bucket. And, when we use that dipper to dip from others' buckets -- by saying or doing things that decrease their positive emotions -- we diminish ourselves in the process.

This truly is the Upside Challenge.

Upside Thinkers know that we have the ability to see the Unlimited Possibilities each and every moment. In doing so, our energy has the ability to make us and those around us stronger and more optimistic.

One of the foundational beliefs of Upside Thinking is "**You are Where You Choose to be.**" We face a choice every moment of every day: We can be upside thinkers and see the Unlimited Possibilities around us and choose to fill one another's buckets, or we can dip from them.

BALANCE

Balance is about being whole or complete. Every human being has needs, not just to survive but to thrive.

Unbalanced people fail to experience all that life has to offer. Oh, they may be busy... but they miss out on the richness of life.

Being balanced is different for each person -- and changes throughout our lives based on where we are and what is happening at the moment. It occurs for me when I've identified what my values are AND every part of me is in alignment with those values.

I believe there are lots of signs of imbalance, but you have to be willing to see them. Many people get stuck in the cycle of "this is the way it has to be in my life right now" and make excuses for the choices they've made and are still making.

If you're serious about change, you need to remember the saying "It's all about me" because making a change IS all about you.

It's AALL about ME.

A - Assess

A - Ask

L - Listen

L - Learn

M - Make Changes

E - Evaluate

VALUES

There are 5 steps to bring your life into alignment with your values.

1 – First, it's important to know what is most important to you. Make a list of the top 20 things that you value. Identify the non-negotiables in your life. Your non-negotiables are the agreements you make with yourself based on what is most important to you.

Once you decide that something is important, you can do something about it.

2 – The second step. Identify where you are spending your time – specifically, the best hours of your day.

3 – Third, check in regularly with yourself, asking a few questions: How is my energy level throughout the day? Am I overwhelmed or feeling tired, sluggish, or cranky? Why? What am I *willing* and *able* to do about it?

4 – Anytime you want to make a change, go through the AALL about ME process.

Overcoming overwhelm is about knowing what you want and creating a plan to get it. All about me helps you to do that.

5 – Lastly, do it! Hold yourself accountable or else hire someone who can. Action, not goals, produces results.

PILLARS OF SUCCESS

There are 7 Pillars of Success: **PLAN, PERSONALITY, PARTNERSHIPS, PRESENCE** (Being Fully Present, Having an Attitude of Gratitude, and Looking Good), **PRIORITIES, PROGRESS, AND PERSONAL/PROFESSIONAL DEVELOPMENT.**

- **PLAN:** Know what you want and why you want it. Then, write it down!
- **PERSONALITY:** Be aware of your strengths and understand how your personality affects what you want and the process of getting it.
- **PARTNERSHIPS:** Invest in what you do best and network the rest. Create powerful partnerships through shared interactions.
- **PRESENCE:** Understand how your *physical image* affects getting what you want. Hire someone to help you look great, even if you already think you do. Be *present* to life's miracles, lest you miss out on living your life to the fullest. Have an attitude of gratitude and be grateful for the challenges as well as the opportunities.
- **PRIORITIES:** Identify where you are spending the best hours of your day and ensure that you are in alignment with your values.
- **PROGRESS:** Evaluate! Evaluate! Evaluate!
- **PERSONAL/PROFESSIONAL DEVELOPMENT:** Life-long learning is critical to your success. Leaders are readers, and learners are earners.

The 7 Pillars were identified through trial and error, reading books about highly successful people, and interviewing individuals who had achieved significant personal or professional successes.

The pillars aren't linear. However, if one of the pillars is missing, you notice that something is off, making it difficult to achieve the incredible success you deserve.

Imagine that the concept of Upside Success is your foundation and the pillars are securely fastened to that foundation. Your Vision, Dreams, and Life Purpose are the roof, resting on the 7 Pillars of Success. The Pillars then become what your dreams can rest on, enabling you to experience the Success that you deserve.

Because I wanted to do something to give back to the community and the world, I created the Leadership Success Summit and brought in my mentors, and women I've met who are incredibly successful in their own right because they've followed this formula (whether they knew it or not) and had them each deliver a presentation on one pillar based on their expertise.

However, I didn't want it to be just about speaking to people. I wanted every participant to have an opportunity to speak one-on-one with the presenters and engage in practical exercises that would help them use the information throughout the year.

Ideally, every person has the opportunity to walk away with a **Plan for Success**. And I am holding the intention that something incredible happens to everyone who attends.



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