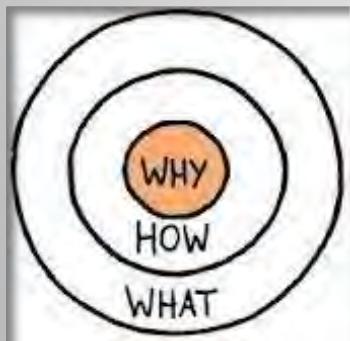


# Why do some people achieve so much more than others....



Presenter:  
David Taylor  
Principal at Positive Potential



# Why do some people achieve so much more than others....

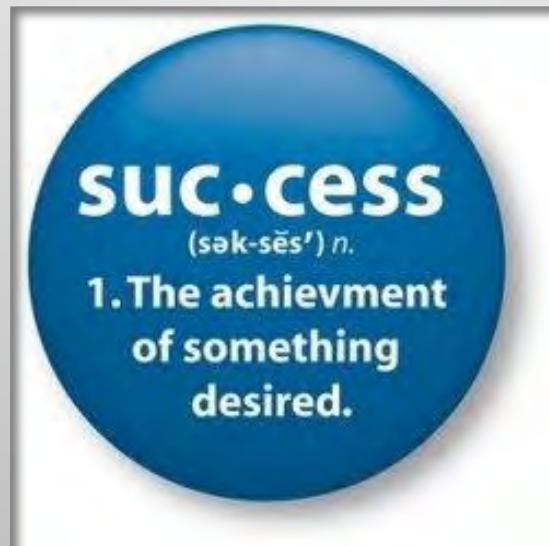
- Was Bill Gates lucky
- What does culture have to do with success
- Do hours spent equal success



# So, what is Success....



# So, what is Success....



# Bill Gates

Lucky....



# Bill Gates

Or a Geek....



# Bill Gates

Neither....

- Birth date
- 5 random life events
- 10,000 Hour Rule
- Change



# Culture and success

Or failure....

- **Winners:**  
**Ethnicity / cultures that have apparent success**
- **Losers:**  
**Why do planes crash?**



# Seeing is believing....

Is it, really....



# Seeing is believing....

A phrase often used when trying something new?



**I MAY BE WRONG  
BUT I DOUBT IT!**



# Seeing is believing

Let's try this instead....

***“ Believe it, and you will see it”***



# Believe it and you will see it....

John F Kennedy told the World

**“We choose to go to the moon in this decade and do the other things, not because they are easy, but because they are hard, because that goal will serve to organize and measure the best of our energies and skills, because that challenge is one that we are willing to accept, one we are unwilling to postpone, and one which we intend to win”.**



25<sup>th</sup> May 1961

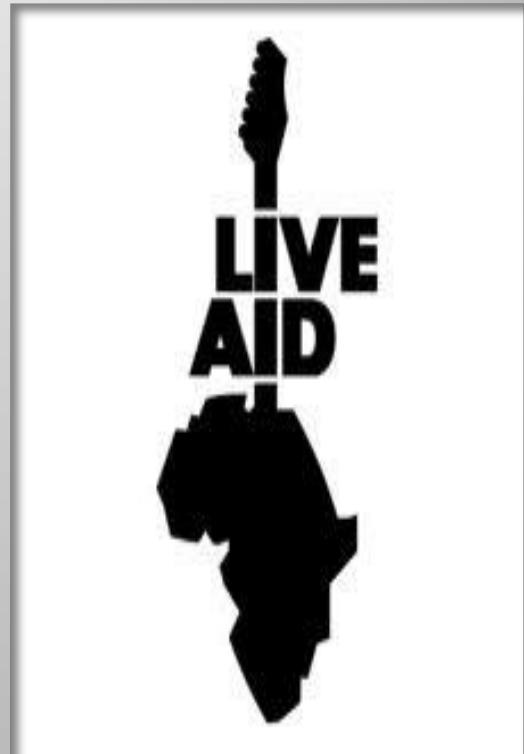


# Believe it and you will see it....

On July 20<sup>th</sup> 1969 only eight years after JFK's declaration, man landed on the Moon.



# Believe it and you will see it....



# **Believe it and you will see it....**

**Bob Geldof believed the World  
would help.**

**On 13<sup>th</sup> July 1985 over 1.9 billion  
people, in 150 Countries, watched  
the Live Aid Concert.**

**It raised US\$ 283 million for the  
starving in Africa.**



# Complacency

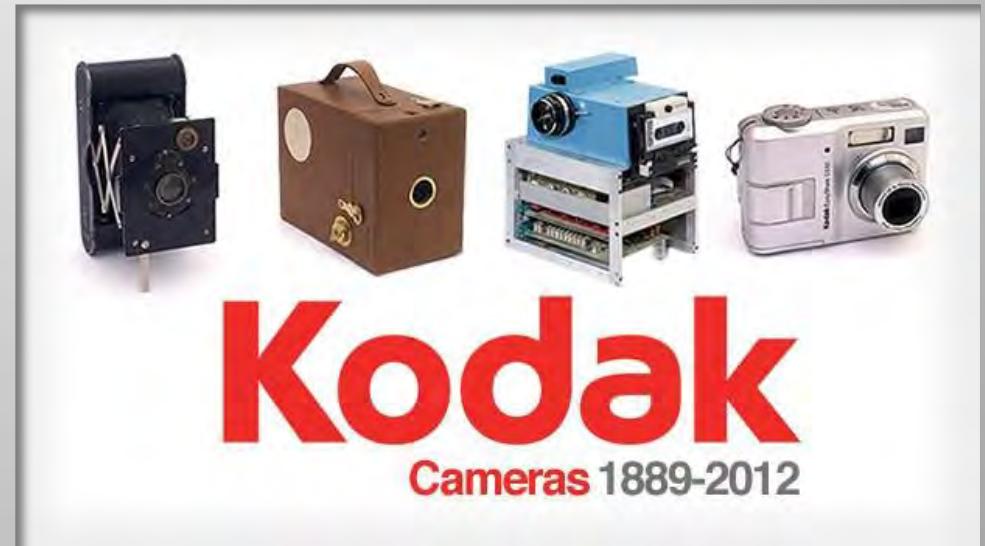
It can't be that  
dangerous....



# Complacency

It can't be that  
dangerous....

Oh yes it can, and is....



# Hours worked equal success



# Hours worked equal success

Or do they....



# Hours worked equal success

## Hours worked don't equal success

- Successful people do long hours
- There are 24 hours in a day
- Bill Gates has 24 hours in his day too....
- How you spend those hours is the difference



Decisive **Leader** Smart

**Hope** Network **Vision** **Trust**

**Inspire** Profit **Compassion** **Belief** Cash

Tenacity **Determination** **Stability** Teams

Efficient **Adapt** Negotiate **Adopt** Celebrate in **Agile** Delegate

**Resilience** Market **Attitude** Instinct Money Grow

Supporters **Aptitude** Quality **Effort** Learn **Application** Ruthless

Competencies **Social** **Mentor** Family Intellectual Property

**Wisdom** Price Listen **Community** Capital Ask Niche Improve **Coach**

Competition Health Sales Partnerships **Like** Legal Contract Expertise Succession

Strategic Knowledge Regulatory Discipline Turnover

Co-operate **Good At** Talent

Failure **Brand** Challenge Consult Followers **Values**

Achievement **Integrity** Stakeholders