

Future Fit?

fierce.®

CONVERSATIONS®

SDF Conference 10th November 2016

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Purpose

To improve your **results** by transforming the **conversations** central to your success

Purpose

future

To improve your [^]**results** by transforming
the **conversations** central to your success



4 objectives
3 ideas
7 principles
&
So what?

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Definition of a Fierce Conversation™

A Fierce Conversation is one in which we come out from behind ourselves, into the conversation, and make it real.

The 4 Objectives

- 1 Interrogate Reality**
- 2 Provoke Learning**
- 3 Tackle Tough Challenges**
- 4 Enrich Relationships**

The 3 Transformational Ideas™

- 1 Our careers, our companies, our personal relationships, and our very lives succeed or fail gradually, then suddenly, one conversation at a time.™
- 2 The conversation *is* the relationship.™
- 3 All conversations are with myself, and sometimes they involve other people.™

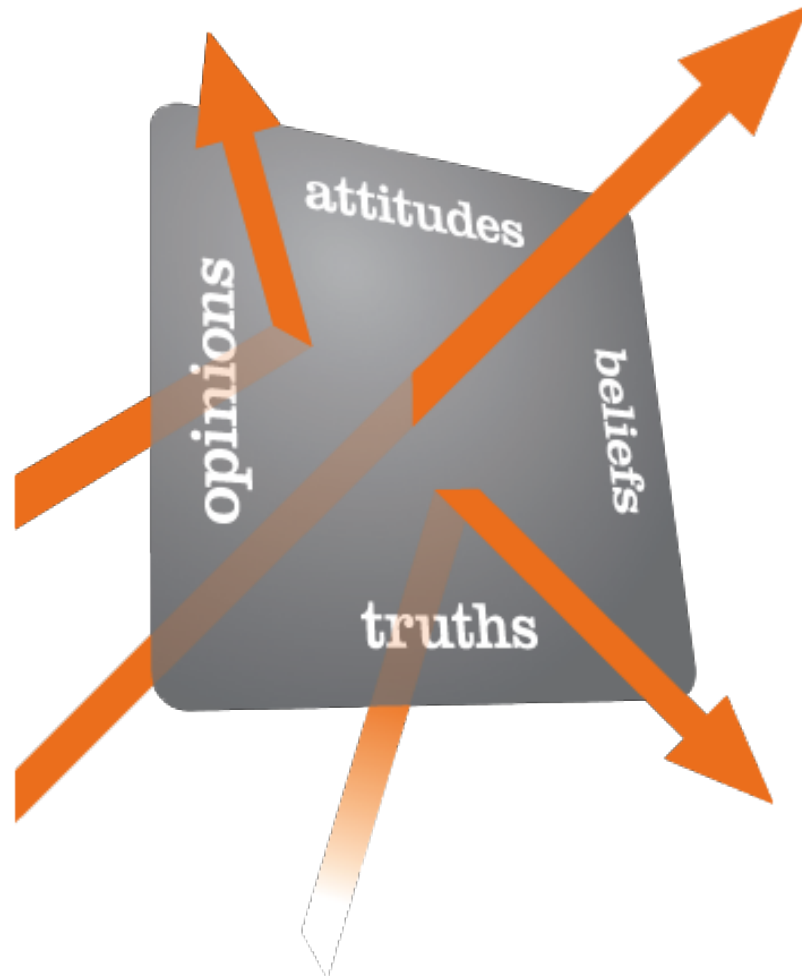
In your group

- What does this idea mean to you? Any good examples to illustrate?
- Why is this idea significant – particularly in relation to ‘future fitness’?

The 3 Transformational Ideas™

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Context



So what...

Given the 3 ideas, and considering the results you want:

1. Where are you 'close to suddenly': success or failure? If failure, how will you **course correct**? If success how will you **hang in there**?
2. Where or with whom do you need to build **emotional capital**?
3. Where or with whom do you need to create a new **context**?

The 7 Principles of Fierce Conversations™

1. Master the Courage to Interrogate Reality®
2. Come Out From Behind Yourself, Into the Conversation, and Make It Real®
3. Be Here, Prepared to Be Nowhere Else®
4. Tackle Your Toughest Challenge Today®
5. Obey Your Instincts®
6. Take Responsibility For Your Emotional Wake®
7. Let Silence Do the Heavy Lifting®

While no single conversation is
guaranteed to change the
trajectory of a career, a
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thank you.

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