

ACHIEVING SUCCESS THROUGH LIVING AN EXCEPTIONAL LIFE–

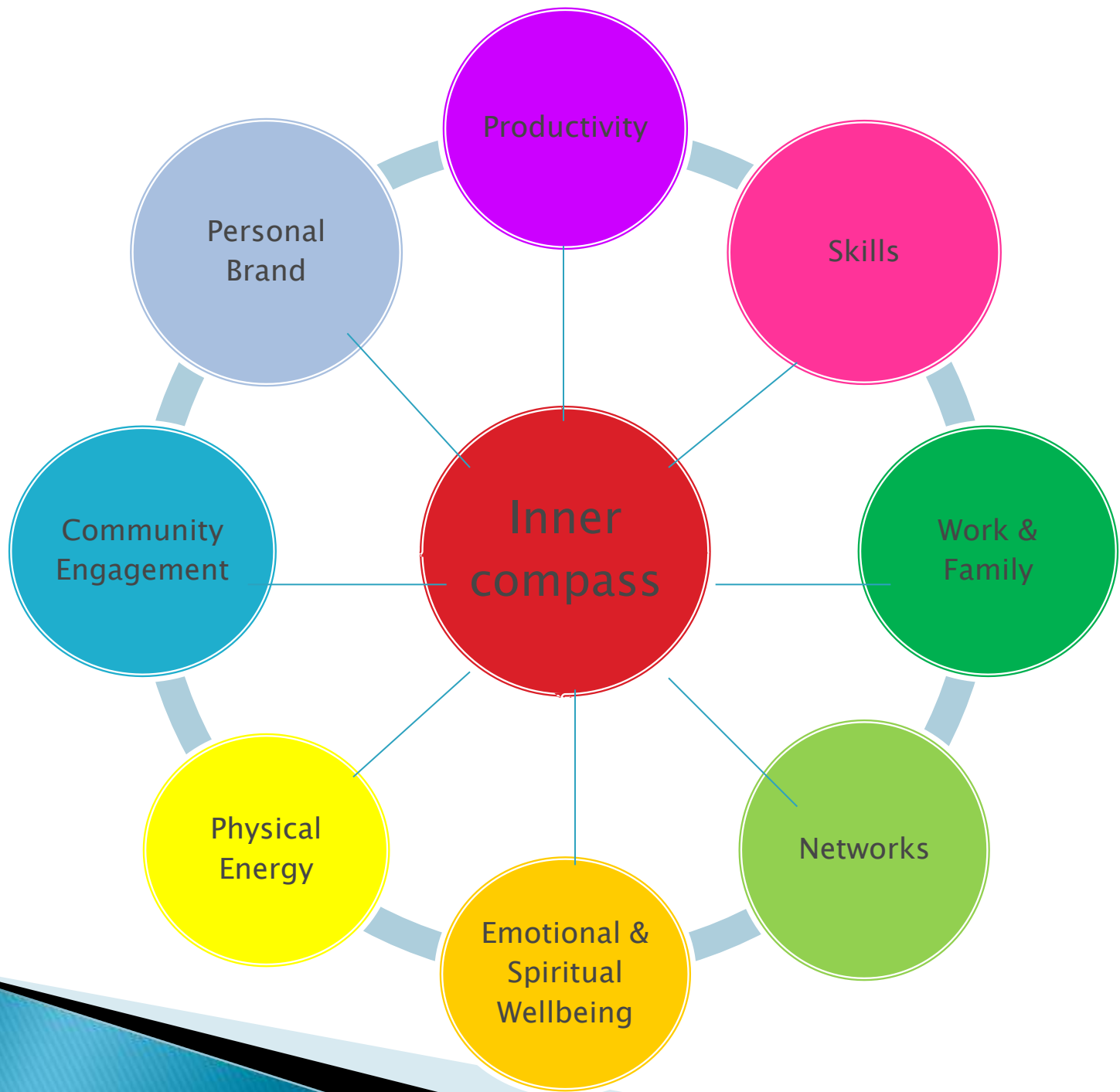
Alice Makochieng– **Strategy Consultant & Coach**
Actualize Consulting Ltd
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SUCCESS

- ▶ It's actually **really important** that you succeed at what you're succeeding at, but that isn't going to be the measure of your life.
- ▶ Because too often, **we measure success** in life against the progress we make in our **careers**.

SUCCESS

- ▶ To **succeed** and live an **exceptional** life requires much more:–
- ▶ I will examine **9 key areas / pointers** to look at...



1. Inner Compass

- ▶ At the centre of the wheel is **your Inner Compass**. Who are you, exactly?
- ▶ This includes **your values, sense of purpose, core personality traits and strengths**.
- ▶ **Think deeply**. Be decisive. Have Grit. Perseverance. Bounce back– attitude. Take calculated risks.
- ▶ These **core attributes** are what anchors you, and enables you to adapt and succeed in the world around you, that's increasingly fluid/competitive

2. Productivity

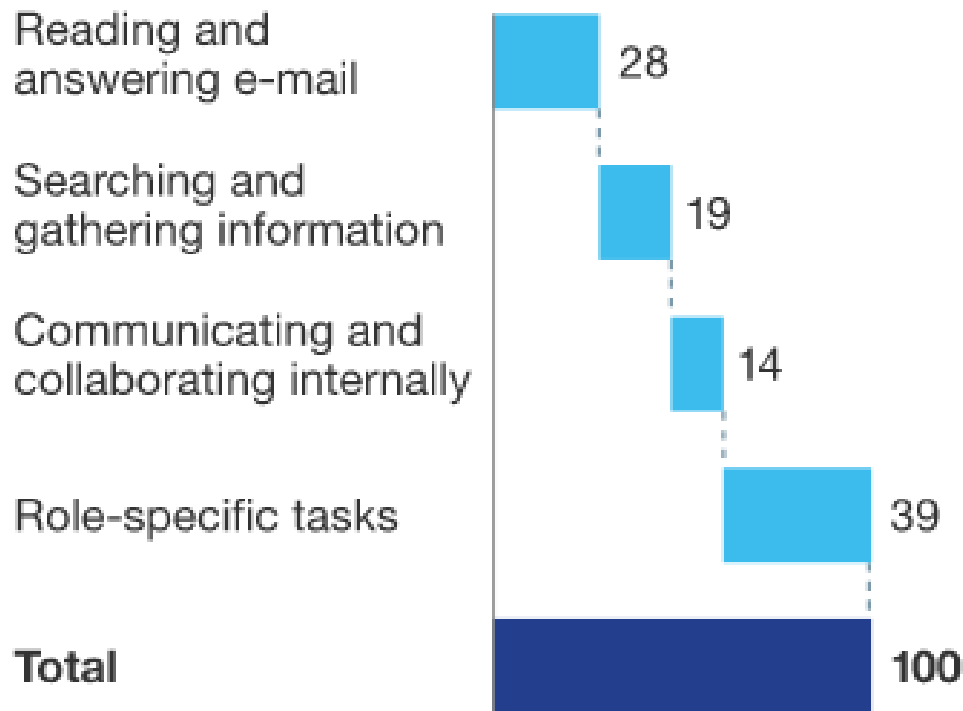
This is where the rubber meets the road—your **ability to set goals and priorities** – and effectively **leverage time**.

NB: Knowing your calling/job and executing it with passion, focus, speed, quality, tenacity and excellence. Set **SMART goals**.

Doing your job with a high degree of excellence— will give you a great sense accomplishment and **success**.

Steve Jobs said the most valuable resource is time!!!

% of average workweek
Interaction workers' tasks



Source: International Data Corporation (IDC);
McKinsey Global Institute analysis

3. Skills Development

Forms a core part of **your value proposition**, and adding new ones is a time-tested strategy of success.

Develop an **Action Plan** of where you want to be, and how you can attain those skills that you need

Make it a **Kaizen**/continuous approach, ideally reviewing this every 2 years...

Examine, what **barriers** are hindering you from succeeding in your quest to improve yourself?

4. Relationships–Work and Family

Developing **strong relationships** at home and in your work life. These two feed each other

Work relationships with supervisors, direct reports, mentors and clients directly impacts on your success. Be an investor in people and grow others. From Mentoring to Sponsorship.

Likewise, do not neglect **your family**: “No amount of success at work can compensate for failure at home”.

5. Networks

Refers to people outside our immediate work. Business is about relationships. Keep **strong** and **weak** networks.

Developing good networks will give you strong leverage to succeed. Networks is about give and take– quid pro quo– of referrals, recommendations, deals–reaching out

Strong networks resulted in the earliest and biggest PE business deal in history in 1900 between Charles Schwab, Andrew Carnegie and J.P. Morgan, to form the U.S.S.C; the modern GE.

6. Emotional & Spiritual well-being

Being emotionally stable. Love and accept who you are. **EQ/strength of character is as important as IQ;** will make you go far in the success path.

We owe our life in this world to a **Divine Authority**—make time to tap into this Life Source **Pray**, spend time with your Maker— not just to give God your long list of requests— but to listen to His voice, for in our noisy world, we drown this voice.

Protect those you care about. And far as it depends on you, live peacefully with everyone.

7. Physical Energy

Physical Energy, like Emotional Well-Being, is essential to living a successful life and performing at our peak

- ▶ Do you eat well?
- ▶ Sleep well?
- ▶ Take time off to go on vacation?
- ▶ How do you unwind?

It doesn't have to be a gym- but you have to make time to train your body physically

8. Community Engagement

These are the extra-curricular/side projects that we do to nourish our souls and help other people. What is your sense of community service and volunteerism?

- ▶ Do you serve in a school or NGO Board?
- ▶ Do you actively serve in your place of Worship? And genuinely give back? If not, why not?
- ▶ *To Live an Exceptional Life is to use the position you've been placed in to help others also become better*– Prof. Clay Christensen –HBS





9. Personal Brand

Personal branding is about **managing your reputation** and telling your story. Cultivate and protect your good name.

In the **connected world** we live in– we have many opportunities to manage our brand identity. I do not mean Facebook, although, that has its small place too.

As professionals, an up to date **LinkedIn** profile is a bare minimum– up date your recommendations. Be known for certain things.

Finally...SUCCESS

True success means finding our heart and soul and bringing them into whatever we do, while having the material and financial support we need.

Ultimately, true success is not of this world, but is in the realm of the spirit

Quietly, let your **success** ring louder than your words, and your life ever more truer

Conclusion

To live a successful and exceptional life is to be your best self. Everyday.

And to remember the little things:

- ▶ Think Deeply
- ▶ Speak Gently
- ▶ Love Much
- ▶ Laugh a Lot
- ▶ Work Hard
- ▶ Give Freely
- ▶ Be Kind to Everyone
- ▶ Not to think of yourself Highly!

The president of Switzerland waiting for the train- no fuss!!.



ACTIVITY

On a scale of 1 / 10, how do you rate in the 9 areas we've discussed?

What are your two:

- ▶ Highest scoring categories?
- ▶ Lowest scoring categories?
- ▶ What is your **Action Plan** to improve?

The 9 Levers of Success

Score 1 / 10

1. Inner Compass -----
2. Productivity -----
3. Skills Development -----
4. Work/Family Relationships -----
5. Networks -----
6. Emotional & Spiritual well-being -----
7. Physical Energy -----
8. Community Engagement -----
9. Personal Brand -----

Q & A

Any Comments/Questions?

Contacts:

Alice Makochieng

Strategy Consultant

Mobile- 0728377164

Email: amakochieng@yahoo.com