



Be Prepared to Change *Your* Thinking

T.F.A.R. – think, feel, act, results! *by Richard A. Lannon, BraveWorld Inc.*

What you think, how you feel, how you act and the results you get are all part of your environment and thinking process. Awareness of this simple principle will have a major impact on your life's journey. This is a fundamental rule to apply when gauging your life, and the lives of others, in leadership thinking.

As a leader, it is important to extend your thinking beyond what appears to be the truth in the sphere of influence that exists around you. This can become a challenge if we are swayed by the views of others without having all the facts. This is a limitation of our own thinking and the external views of those around us.

Two Scenarios:

1. Personal Relationship

A spouse dies and the remaining spouse remarries for companionship. You, as a family member, might become critical of the new spouse and their perceived intentions within the family. Simple leadership skills would say you should manage your thinking and get the facts to ensure you act upon your knowledge appropriately.

What you think, you feel, what is felt, you act on, and what you act on determines your results. Think about that for a moment.

Maybe you are missing some facts necessary to knowing the truth. The truth of the situation could also be more simple than you realize. Believe it or not, the KISS principle (Keep It Simple Stupid) works well here. The real truth is most likely the simple truth.

2. Professional Relationship

You are working and have multiple managers, in essence, multiple reporting levels. The best manager leaves to take on a role at another company. A new manager joins the team. Ten years ago, as a junior manager, she made a mistake with managing her employees. Through the information vine you heard about the issue. Suddenly, you are not sure you like, or want to work with this person. You are uncertain about the future and it shows. What you think, you feel, what is felt you act on and what you act on gets you your results. You think negatively about a change and you will act upon it. Your actions will foster the results you deserve.

Being Aware

Personal awareness is an important attribute of personal leadership and the willingness to change your thinking. The above two scenarios have many outcome possibilities influenced by our thinking and limited by the thinking of others. In our surroundings we have *influencers*. Unless these influencers are kept in check, they can have an impact—negative or positive—on our thinking and, therefore, on our feelings, our actions and the results we get. People know when you are authentic and sincere in your interactions. In essence, “we wear our feelings on our sleeves.”

It is an important rule of leadership to stop and see if we can reframe what is happening—be it in our personal or professional relationships. Ask yourself some questions. *Do you have all the facts? What information is missing or not being shared with you? Have you posed all the right questions to the right people? Are your actions being fueled by emotions and the thinking of others? Can you see things from a different perspective? What are other people's stake in what is happening? Are they coming from a "what's-in-it-for-them" perspective? How are your own emotions impacting the situation? Is your position unwavering? Are you free to reframe the situation? Can you change your mind with confidence?*

In leadership it is important to be prepared, to change your view based on the information and the facts that are provided to you. Do not be so positioned in your thinking that there is only one right answer with no room for change. Be prepared to be critical of what you think and how that makes you feel. Be prepared to shift your actions to get the results that are best for everyone, not just those who have influence over you.

Remember T.F.A.R. – think, feel, act, results! Don't limit yourself, your relationships or the people around you. Know the facts and be prepared to change *your* thinking.



We all have characteristics and mannerisms that “give us away.”

BraveWorld Inc.

Business Effectiveness — SET for Success

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