

The Flip Side of Your Winning Game

Each and every one of us possesses a personal quality to which we attribute our success in life. Drive. Tenacity. Charm. Focus. Perhaps you utilized your perseverance and tenacity to triumph over what you perceived as insurmountable odds. Perhaps you attribute your position in life to your attention to detail and ability to leave no stone unturned. Then use your analytic abilities to crack the code of your latest challenge. Or perhaps you rely on your ability to relate and inspire people to get you to where you want to go. Each of us has a winning game that we believe has gotten us where we want to go in life or in business.

When we look back on our successes, we see how this “packet” of qualities has seen us through and we also attach great significance to this version of ourselves. We collect evidence around this winning game in order to further explain and justify our experience. This is not a bad thing to do, just a very human thing to do. And it is important to be aware of what works when you’re on a growth path. We’re not interested in throwing out what is working. But we do want to apply a little critical thinking to how our winning game has truly affected us.

For the sake of discussion, let’s look at our success like we look at a balance sheet. Upon closer examination, we might begin to see that certain aspects of the winning game have both costs AND the benefits. Could there be some characteristics of those traits that are holding us back? For instance, we all appreciate great service. We love it when people are prompt and caring in the delivery of their product or service. I coach one financial planner who placed quality service at the highest level. Often he would take a lot of time out of his day just to talk with his clients about the daily fluctuations in the market. This sounds like a good thing, but in actuality, he had little time left to get his work done. Since many of his clients expected him to be at their beck and call, this financial planner saw that he was spread too thin to be able to adequately handle his clients accounts. In coaching this person, we developed more effective ways to create that “high touch” perception he wanted to give his clients. By establishing firmer boundaries around his own time and educating his clients as to why this was necessary, this financial planner was much better equipped to deliver the service he valued so much. Making just a few adjustments enabled this financial planner to produce the best results of his career.

So what is your winning strategy? What are its costs and benefits? Are there adjustments you can make so you don’t diminish the power of your proven strengths?