

Creating Values And Standards



Key Points:

- “You are the sum total of the standards that you accept for yourself.”
- “See it as it is but not worse than it is.”
- 5 F’s for Standards
 - Faith
 - Family
 - Finances
 - Fitness
 - Fun
- Fact / Meaning

Discussion Questions:

(Make it a safe place where people understand that they do not have to share if they don’t feel comfortable with sharing private / sensitive information but emphasise the importance of them still answer the question and writing it down for themselves.)

1. What are 5 “meanings” you can attach to the following “facts”?
 - a. I had a car crash
 - b. My child broke the TV
 - c. My phone stopped working
 - d. The government changed parties
 - e. A client left me
2. What “standards” are you accepting in your business right now that are detrimental to its success?
3. What values can you put in place to increase the “standards” in your business?

Business Building Activity:

1. Rate yourself between 1-5 how well you believe you are doing in the following 5 areas (Faith, Family, Finances, Fitness, and Fun).
2. Identify one thing you can do to improve each of these areas
3. Make a plan (and commitment) to implement each of the above items you have identified.

N.B. Please do not hand these out, these are for you to guide / facilitate conversation. We suggest you ask the question and open it for discussion. If there is a void in conversation, or it is hard to get the conversation going, share your answer then ask the others if they have any thoughts. The questions are a guide only, allow discussions to carry on as long as it is still on topic. Ensure the activity is given as “homework” so people are getting value and making progress.