

TRACK 3: WHAT'S SHAKIN' YOUR LADDER? COACHING WITH SAM CHAND

NEXT STEPS

LESSON 1: GETTING ON TRACK, STAYING ON TRACK

I. Click here to watch the video by Sam Chand on **Essential 1: Focus: Finding and Maintaining What's Important**, and complete the following outline:

1.	You get your focus by d	work.	
2.	Your focus does not con	ne from the	; it comes fron
	Leaders lose their focus	because of two things:	and
4.	The	your focus, the	increases.
5.	Be careful of who is at y	your 1	table.
6.	Take your	focus and	it.

Rev. 12/2021

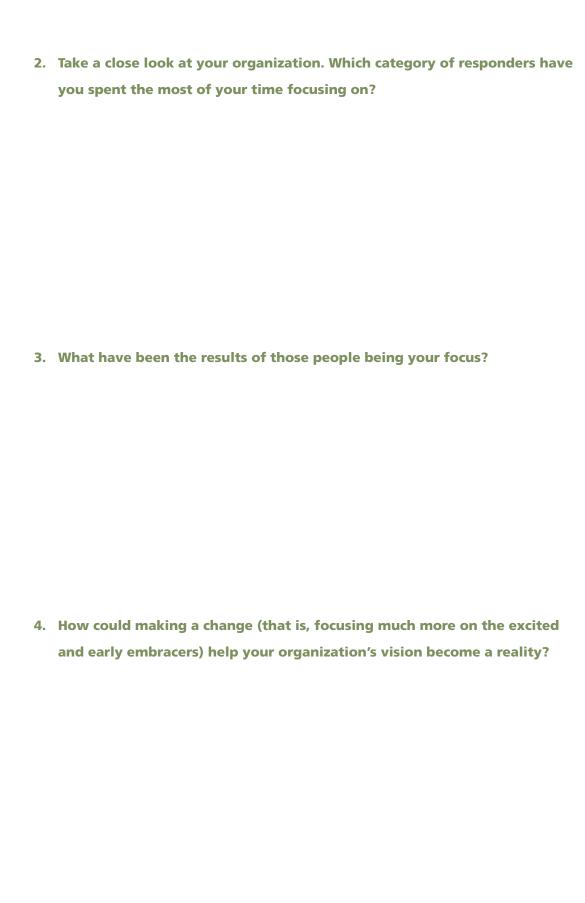
After watching the video, answer these questions about your purpose:						
1. What do you believe is the reason you were put on this planet?						
2. What is your focus, or what needs to be brought into focus?						
3. How hard are you willing to fight to be focused and stay focused? Explain						
your answer.						



5. What are the few things you intend to do well during this season of your life (or for the rest of your life)?

1.	Vision casting is never about your				
2.	Vision casting is about	is your audience.			
3.	Five categories of people within every organization:				
	Excited Embracers				
	Early Embracers				
	Middlers				
	Late Embracers				
	Never Embracers				
4.	Take the	influencers and release them on the			

1. Make a list of your leaders (at every level, paid and non-paid) and identify the category that characterizes each one. What did you learn from this exercise?



III. Click here to watch the DVD by Sam Chand on Essential 3: **Communication: Saying It in a Way that Everyone Gets It**, and complete the following outline:

	it.			
	it than to	the information and not		
It is better to		the information and not		
4				
3				
2				
1				
All Communication	n is about Four	Tillings.		

1. Talking:		
2. Listening:		
3. Including:		
4. Credibility:		

After watching the video, define and describe the four components of communication: