



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

NEXT STEPS

LESSON 6: MAKING A DIFFERENCE

I. [Click here](#) to watch the video by Sam Chand on the topic of **Essential 1: Execution** and [click here](#) to watch **Future Thinking**, and complete the following brief outline:

Execution:

1. Execution, simply defined, is _____.
2. The Execution Question: _____ does _____ by _____.

Future Thinking:

1. We talk more about the _____ and _____ than we talk about the _____.
2. The opportunity of a _____ must be utilized in the lifetime of the _____.
3. Opportunities are never _____; they are _____.

3. Dr. Chand challenged us to answer two specific questions:

What are you doing to increase your future thinking?

Who are those around you that can look around the corner, see tomorrow, and prepare for it today? (What are some ways you can take advantage of their vision and perception?)

4. No matter how wonderful our plans may look, they will fail if we can't execute them. Rate your leadership on a scale from 0 (very poor) to 10 (excellent) in helping your team identify the who, the what, and the when of your teams plans. For each one, what is one thing you can do to improve?

—The who:

—The what:

—The when:

5. After reflecting on the section in Lesson 6 about your legacy, what are you doing now that contributes to the legacy you want to leave? What needs to change?

II. [Click here](#) to watch the video by Sam Chand on the topic of **Essential 2: Legacy**, and complete the following brief outline:

1. It's not the _____ in your lifetime, it's the _____ in your years.
2. Inheritance is _____ you'll leave behind; legacy is _____ you'll leave behind.
3. What are some ways you can help your clients clarify their desired legacies and take bold steps to make a difference that lasts long after they've left the scene?

After you've completed the assignments, save this PDF and email it to your coach.