



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 doing some _____ work.
2. Your focus does not come from the _____ ; it comes from the _____ .
3. Leaders lose their focus because of two things: _____ and _____ .
4. The _____ your focus, the _____ increases.
5. Be careful of who is at your _____ table.
6. Take your _____ focus and _____ it.

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.

4. Describe a time when clarity wasn't initially a problem, but keeping your focus became a challenge.

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

II. [Click here](#) to watch the video by Sam Chand on Essential 2: **Vision: Learning How to Cast a Clear Vision**, and complete the following outline:

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 _____ .**

After watching the video, answer these questions about vision casting:

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?**

2. Take a close look at your organization. Which category of responders have you spent the most of your time focusing on?

3. What have been the results of those people being your focus?

4. How could making a change (that is, focusing much more on the excited and early embracers) help your organization's vision become a reality?

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:

All Communication Is about Four Things:

1. _____

2. _____

3. _____

4. _____

It is better to _____ the information and not
_____ it than to _____ the information and not
_____ it.

Your communication is received through a filter called _____.

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

1. Talking:

2. Listening:

3. Including:

4. Credibility:

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