

EXPECTATIONS, DECISIONS, OPPORTUNITIES /// RESULTS

Words that propel, pause or derail life, career and business situations.

Expectations are what we feel and want. What we seek for fulfillment. What we expect. What can create happiness and satisfaction or lingering hurt. Even with the best planning, hiring and training, technology and how people were raised and educated, humans and systems will fail us, leaving us distraught because we believed, we hoped, we trusted, only to be disappointed. Truth is we can't control others' behaviors or decisions. Or our expectations for ourselves or others are unrealistic, not only beyond capabilities, but not in line with experience, education and past performance. Providing opportunities for those less ready is notable or believing and saying family, friends and teammates are "more ideal" then they really are our decision-making lapses or favoritism. Often, we must change our thinking and lower expectations for ourselves and others for our own sanity. In other cases, we can soar above our expectations with support and effort.

Decisions are the cornerstone of our existence with short and long-term consequences. Which way do I go? Right or left, up or down, forward or back, yes or no? Every decision, even the ones that look good on the surface, is not a good decision or made for the right reasons. Shiny pennies, smart and beautiful people and situations can lose their luster. Which decision will help, hurt or cause discomfort, financial loss or mental or physical anguish or pain months, years or decades from now? Take shortcuts or go the long way? Admit truth, lie or misrepresent for self-protection or to protect a loved one, co-worker, lifestyle or to cover a mistake or bad situation? Decisions can be a quick yes or no, right or left turns, a standstill, a thoughtful internal analysis, a painful gut-check or overthinking that causes mental paralysis, ending in fear, doubt, procrastination and missed deadlines and opportunities.

Opportunities abound. Or do they? For the ambitious, energetic and focused, they do. Surprises happen, but most often opportunities are the result of networking, persistence, resilience, pursuing new skills and a belief and desire to "make situations happen."

BONUS: Results can be mixed. Negative, positive, surprising, unexpected or neutral. Best results happen with our four leadership stages: Belief, Focus, Planning and Execution. Positive thinking and self-talk, clear directions and support and process check-ins (depending on project length). Team must know that the leader will support them if expected results are not met. Team loyalty at all levels is essential to providing best opportunities for growth and success.

QUESTIONS will deal with life, career and entrepreneurship

EXPECTATIONS:

1. Are your career, business and life **EXPECTATIONS** the result of previous situations, learning, what others expect of you or all three?
2. How does social media or societal positives or negatives affect the **EXPECTATIONS** you create for yourself?
3. Are many of your **EXPECTATIONS** for life and business "*realistic*" – "*unrealistic*" or based on "*a hope for the best*" thinking?
4. Do you create **EXPECTATIONS** from *beliefs, dreams, goals or ideas*?
5. After a series of life or business setbacks, have you ever lowered

your EXPECTATIONS?

DECISIONS:

- 1. Clearly define your method for making decisions.**
 - 2. Those of you who are entrepreneurs, how did you make the decision to start a business?**
 - 3. Do you have a different process for making life and business decisions?**
 - 4. Has a serious decision that you never made / or took a long time to make / caused you anxiety or physical discomfort?**
 - 5. Do you ponder long-term decisions, knowing that a decision you make today may turn sour years or decades later?**
 - 6. Have you ever made “shiny pennies” decisions – those that look good on the surface? How did that make you feel when the penny changed color?**
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OPPORTUNITIES:

1. Do you look for opportunities or do most opportunities find you? Explain.
2. Are you *often scared* when a good opportunity presents itself?
3. If it's true that everyone has their own level of success, why are some **“great at finding the right opportunities”** and others are not.

BONUS: Define how your EXPECTATIONS play into your DECISIONS and how your DECISIONS create OPPORTUNITIES for RESULTS.