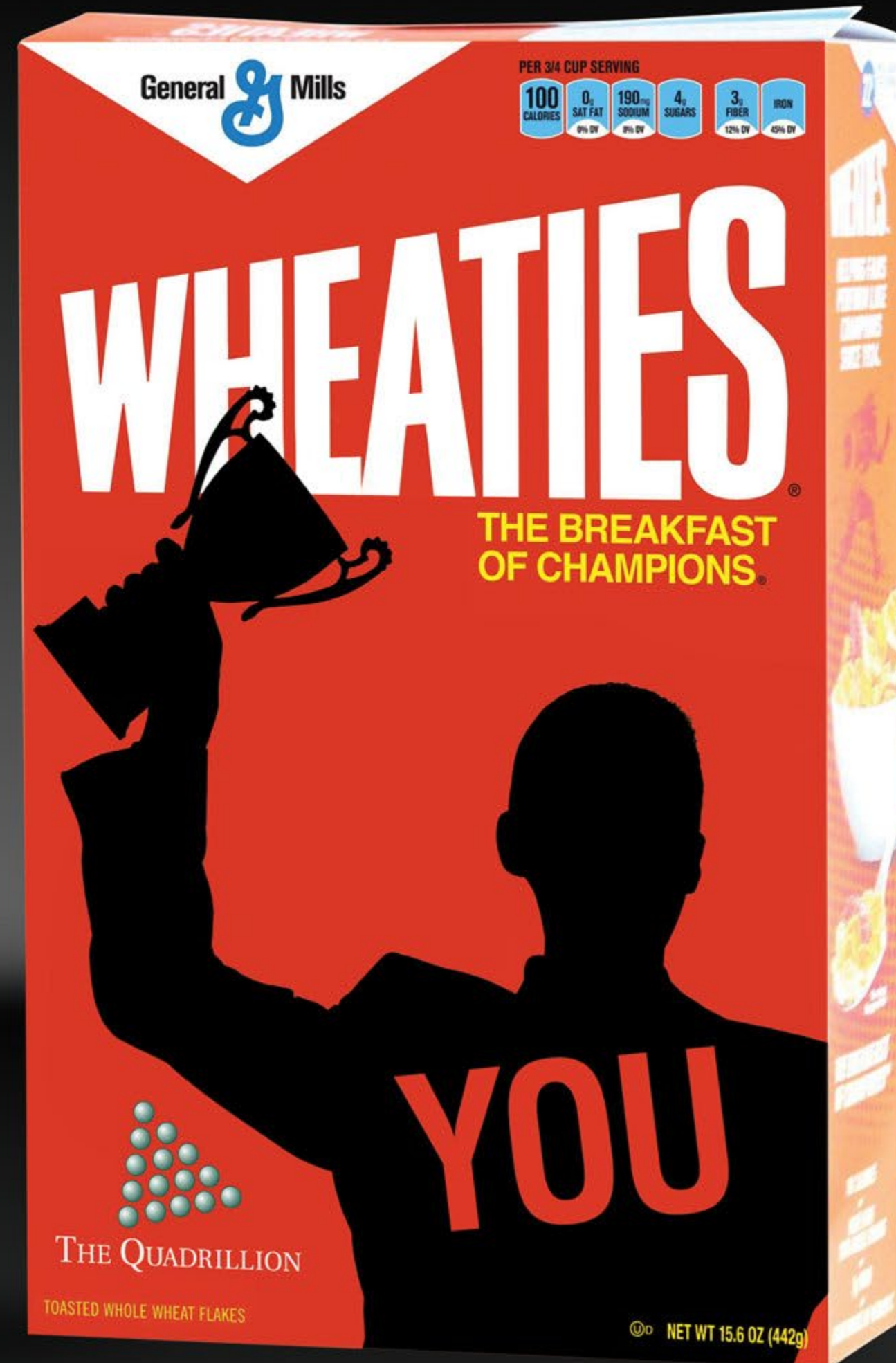
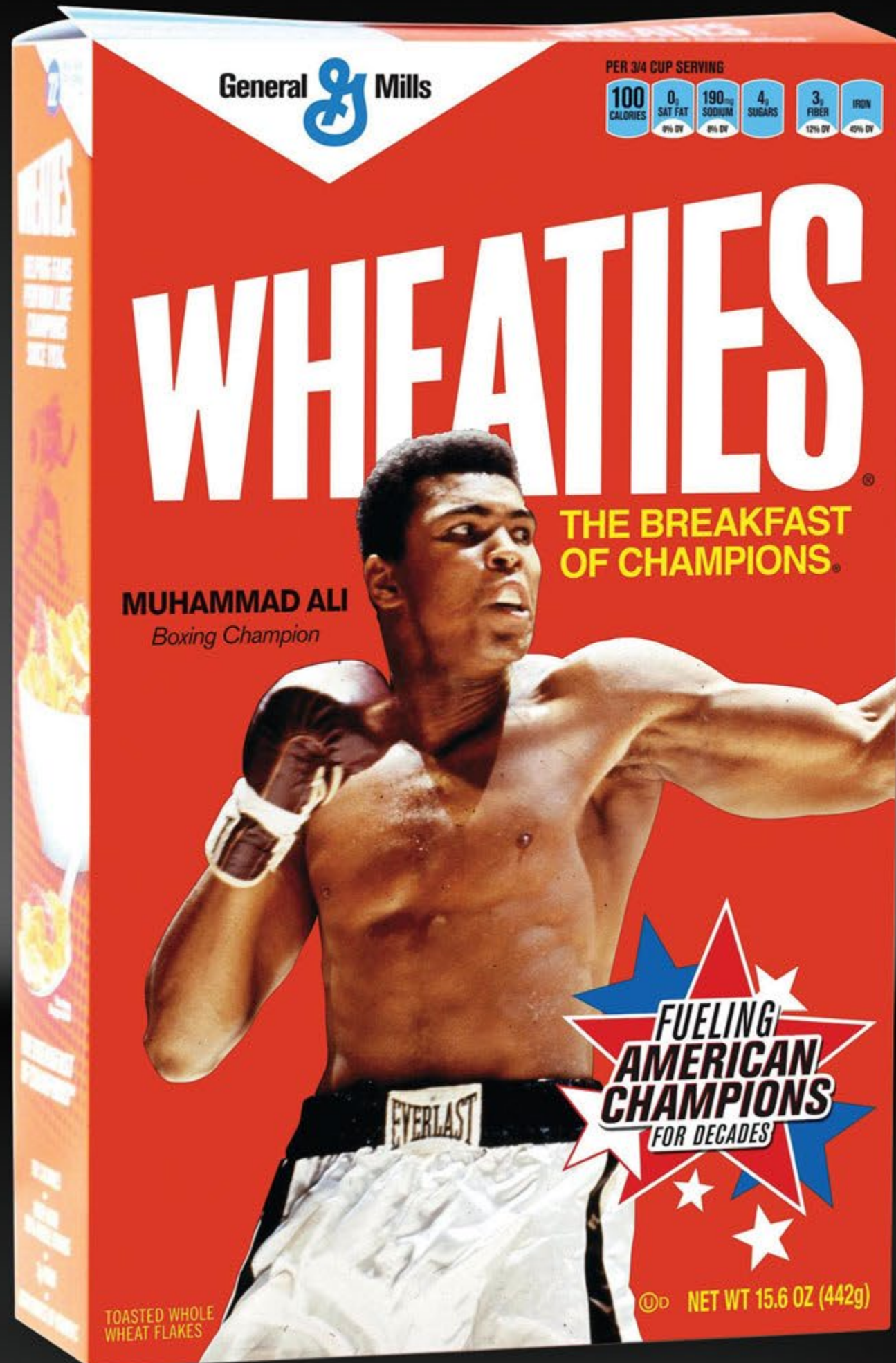




**GEORGIA**
APARTMENT ASSOCIATION

Breakfast of CHAMPIONS

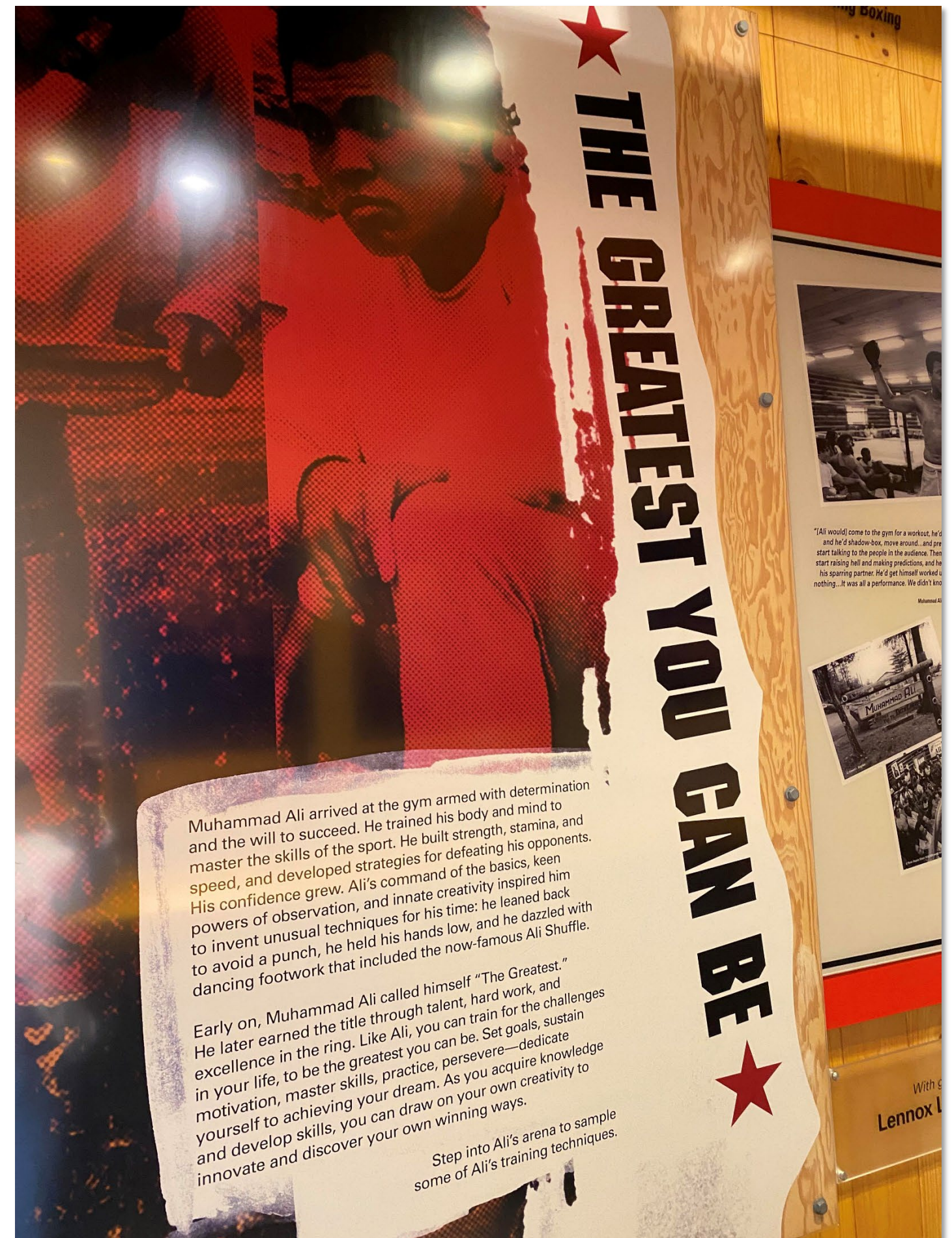
A Presentation by Debbie Phillips, CPM®





“Champions aren’t made in gyms. Champions are made from something they have deep inside them a desire, a dream, a vision. They have to have skill and the will. But the will must be stronger than the skill.”

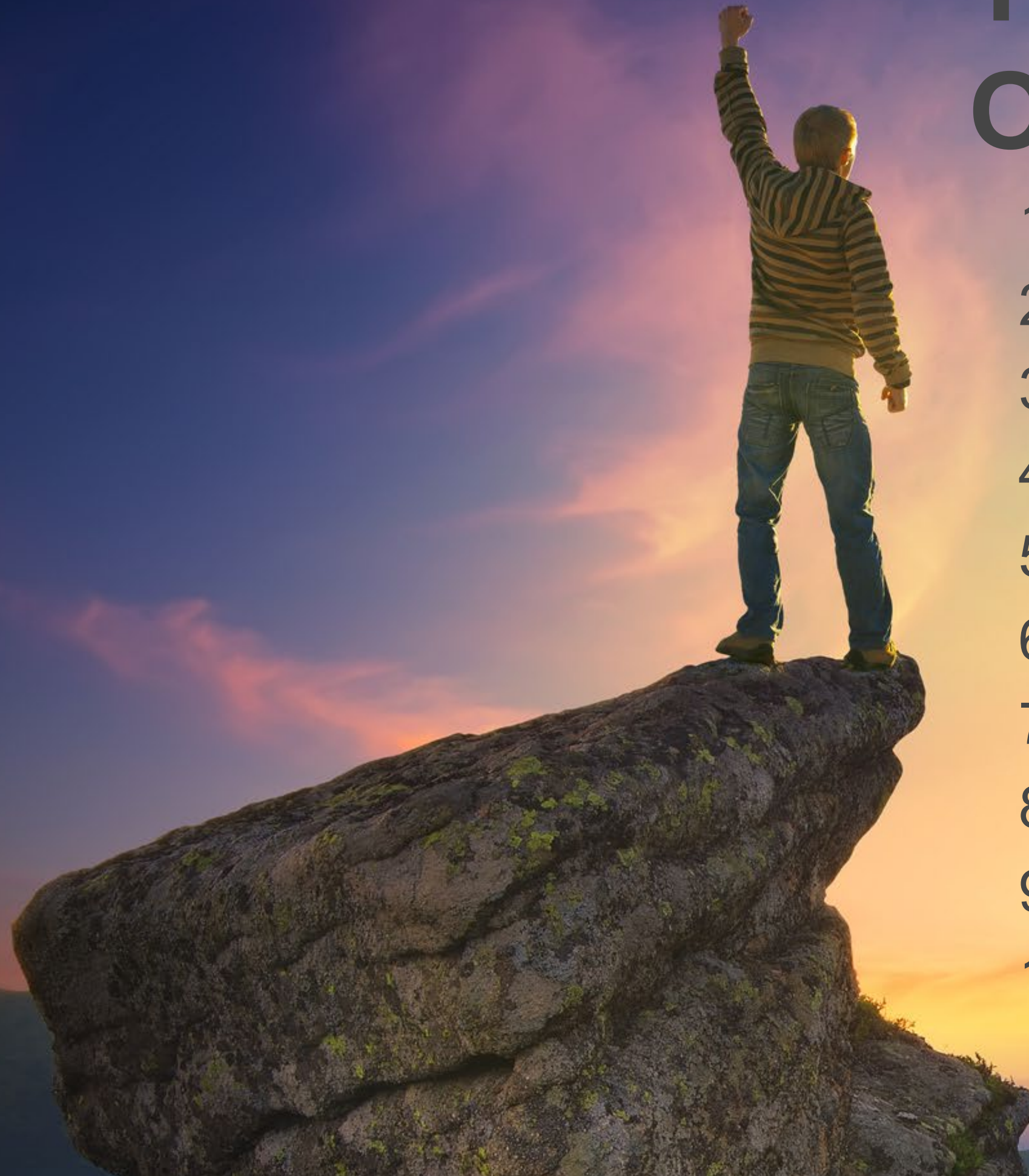
-Muhammed Ali






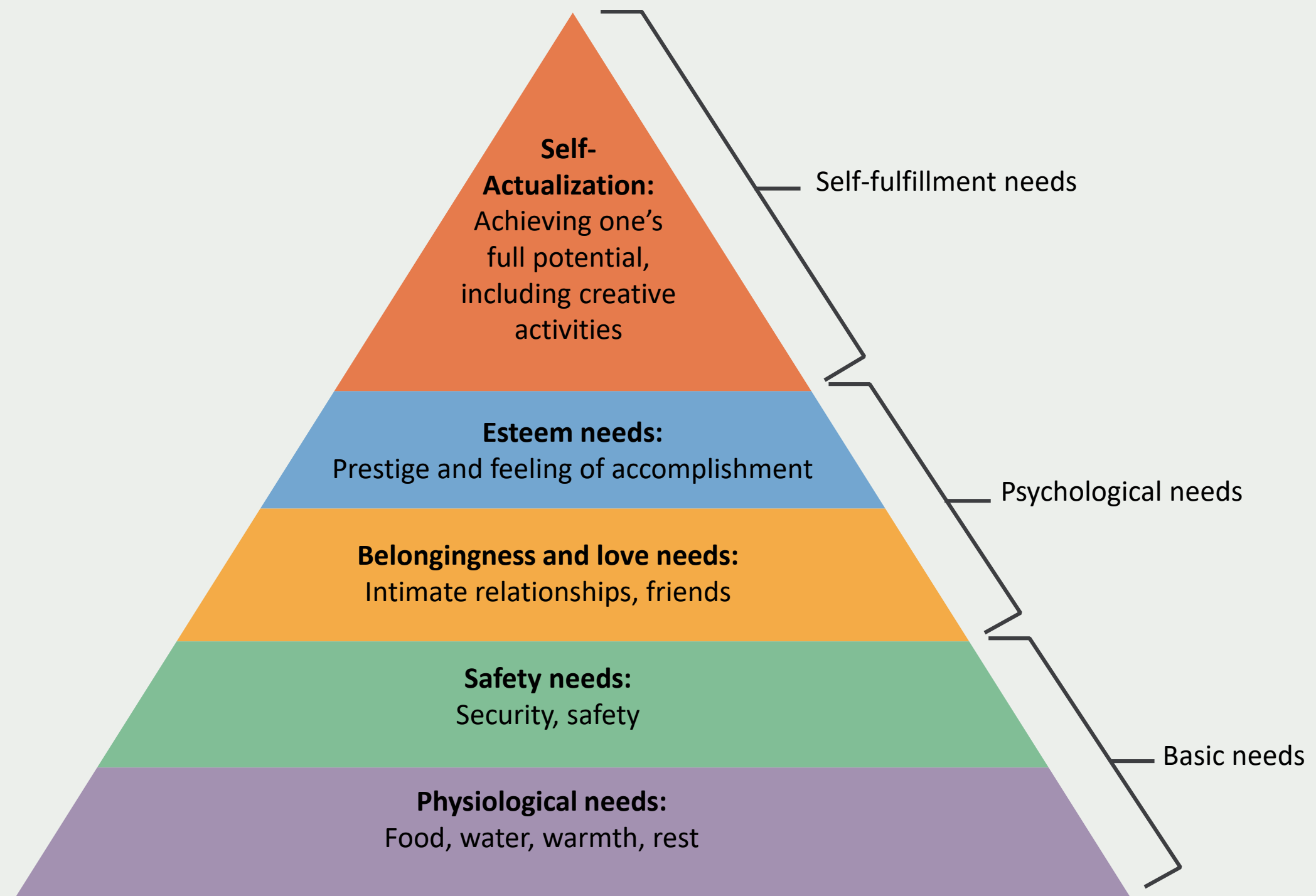
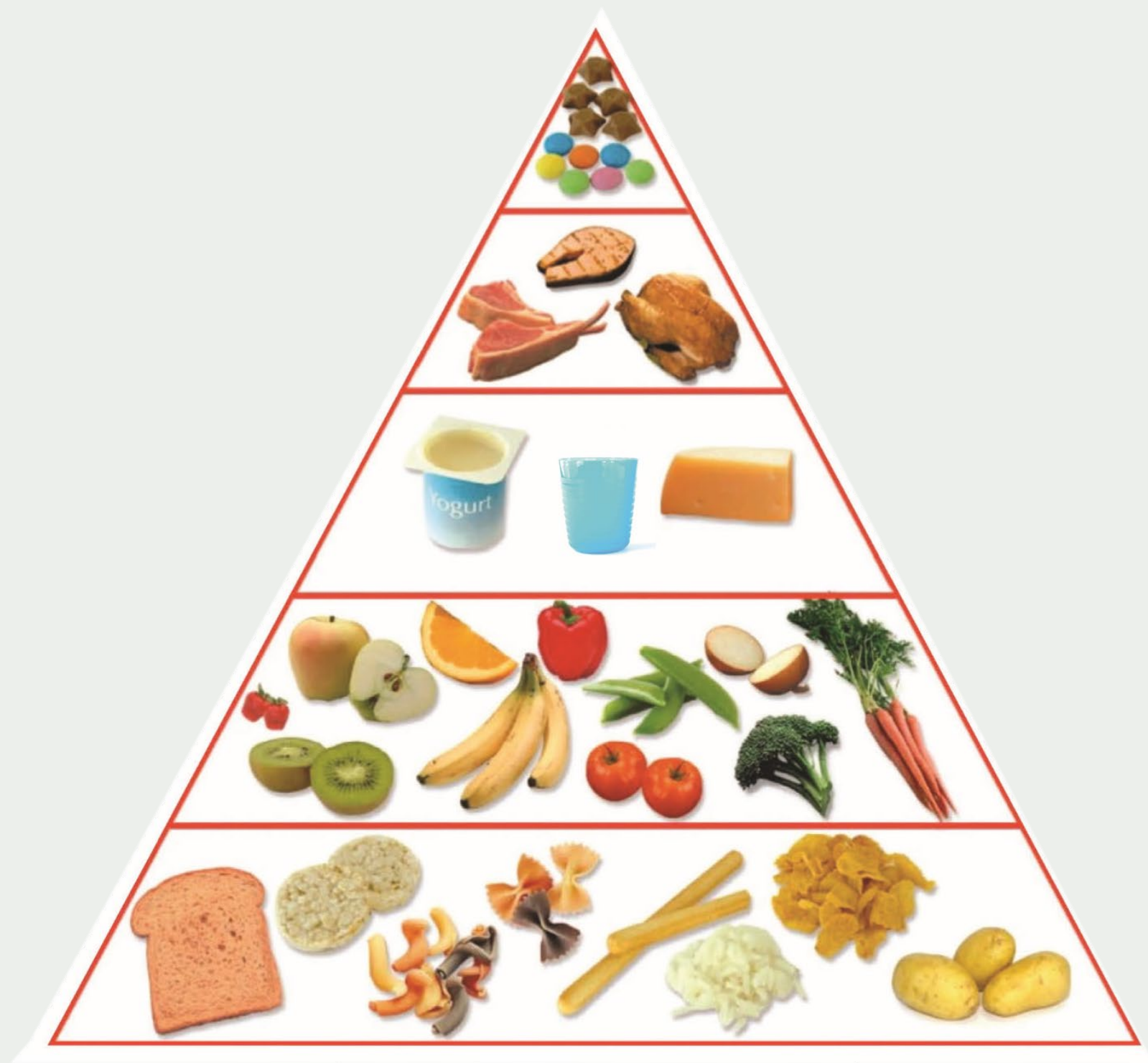
TOP TEN QUALITIES OF A CHAMPION

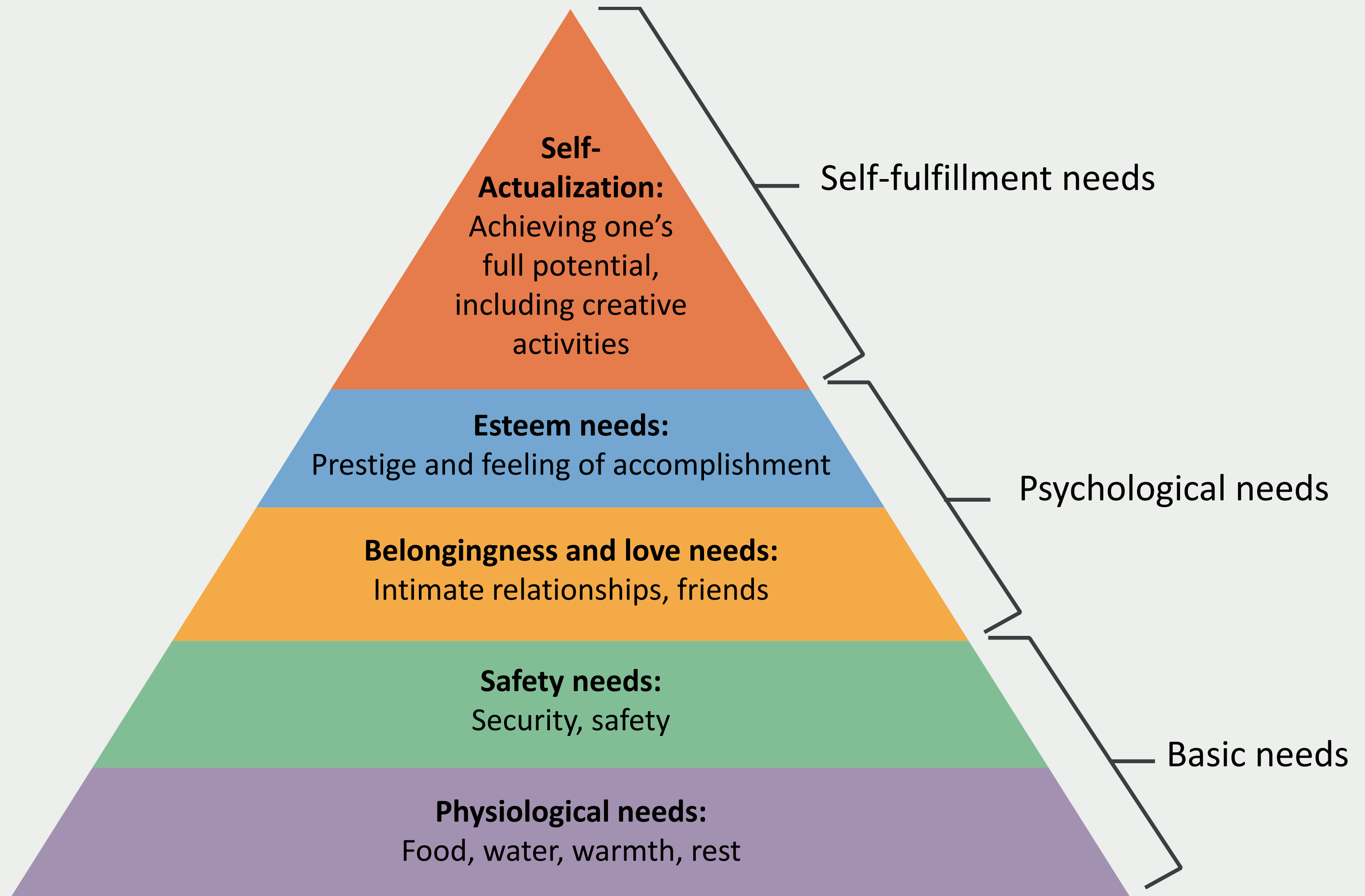
1. Attitude
2. Integrity
3. Work Ethic
4. Energy
5. Being Coachable
6. Body Language
7. Speech
8. Being on Time
9. Being Prepared
10. Passion





**What you do today is IMPORTANT
because you are exchanging
A DAY OF YOUR LIFE for it!**





YOUR WHEEL OF FORTUNE

YOUR “LIFE PIE”





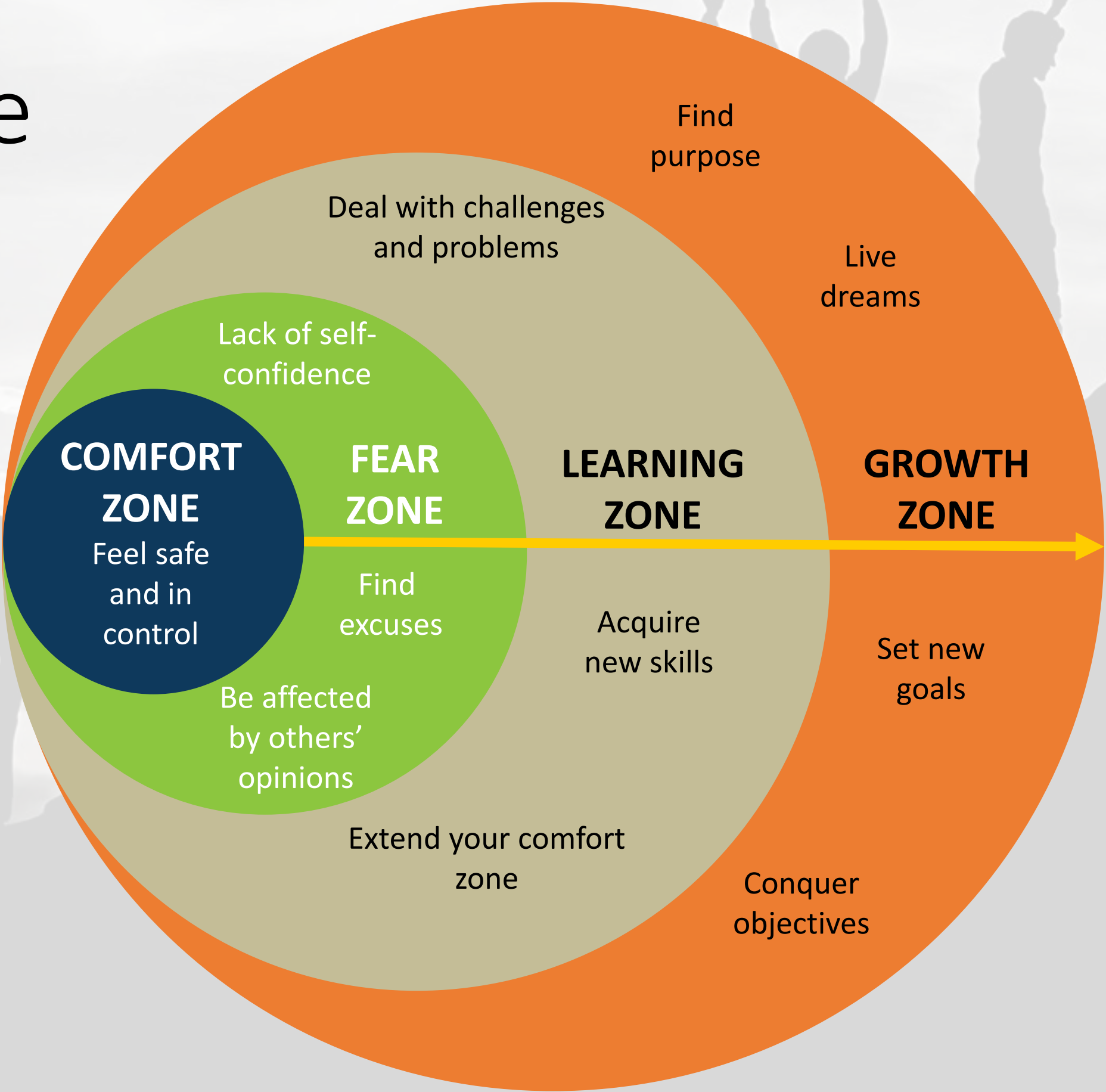
**SUCCESS NATURALLY FOLLOWS
WHEN WE DO THE THINGS THAT
NATURALLY BRING US JOY!**

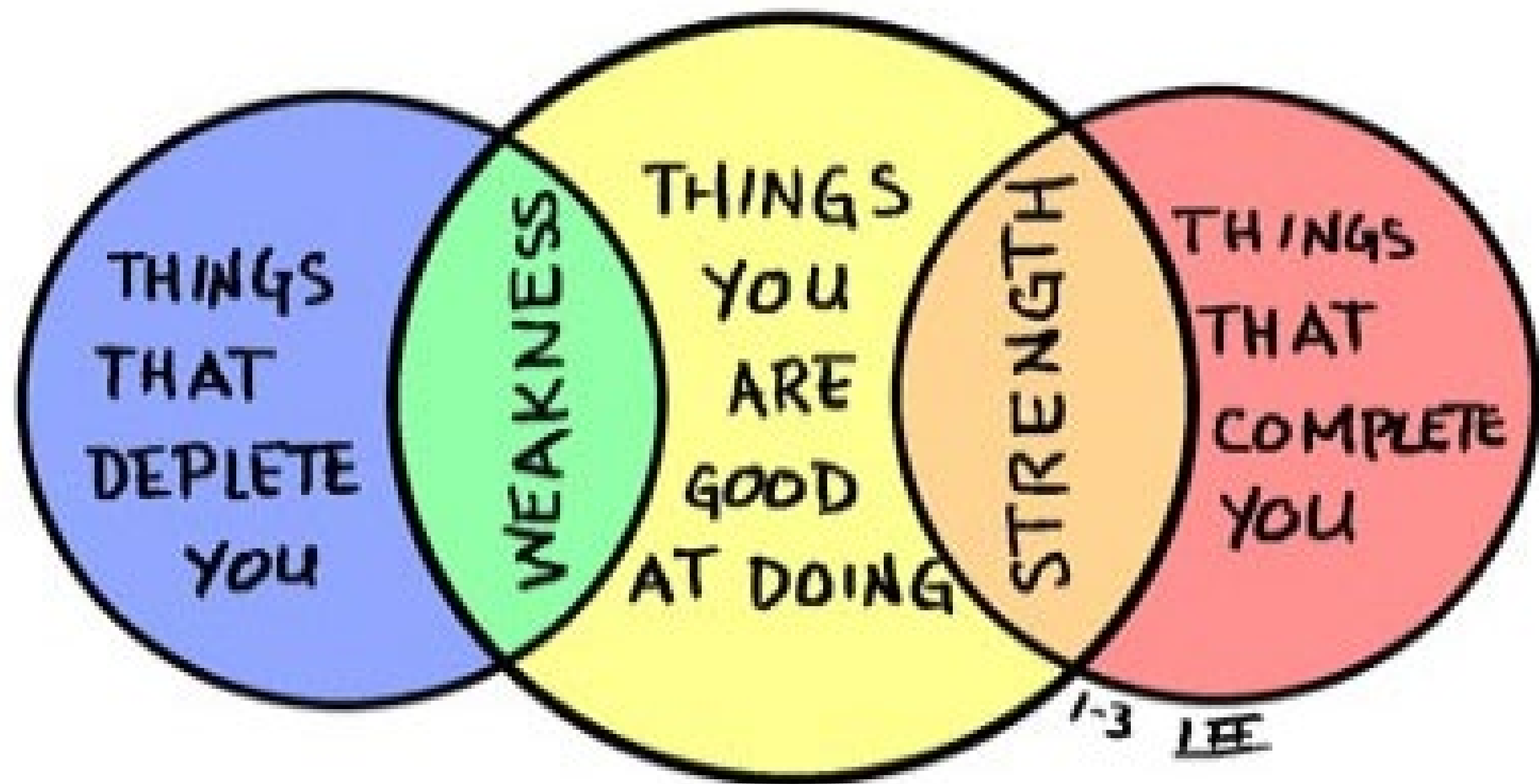
FEAR DESTROYS JOY





Define Your Zone





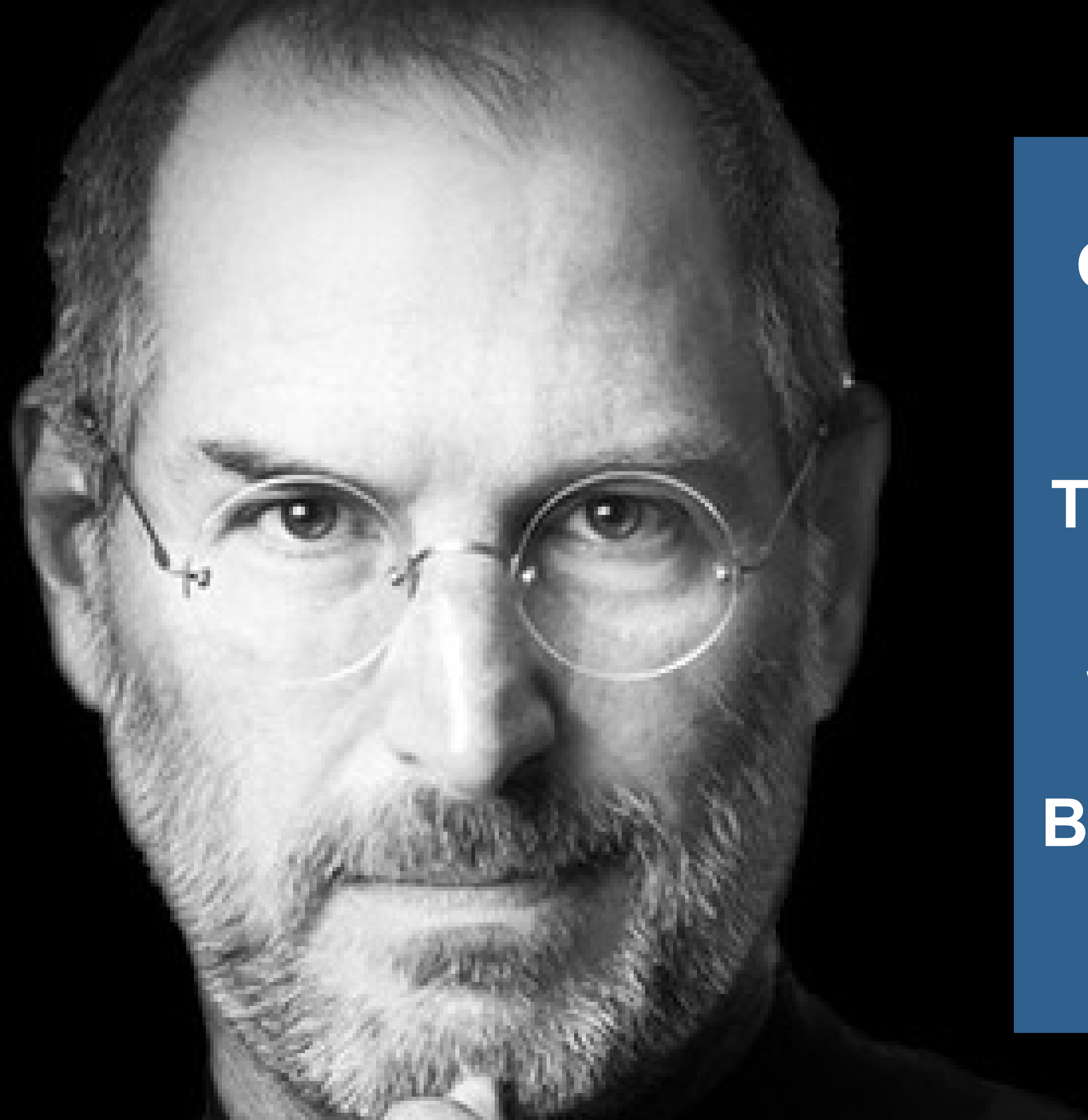


STAY TRUE TO WHAT YOU
ALREADY LOVE TO DO



**SUCCESS BASED ON
ANYTHING BUT
INTERNAL
FULFILLMENT IS
BOUND TO BE EMPTY.**

– MARTHA FRIEDMAN



**YOUR WORK IS
GOING TO FILL A
LARGE PART OF
YOUR LIFE, AND
THE ONLY WAY TO
BE TRULY
SATISFIED IS TO
DO WHAT YOU
BELIEVE IS GREAT
WORK.**

– STEVE JOBS

VISUALIZE YOUR BEST SELF

A woman with long, dark, wavy hair is smiling warmly at her reflection in a mirror. She is wearing an orange top and has her hands resting on her cheeks. The background shows a window with light-colored curtains.

Look in the mirror.


You are now looking at the person
responsible for your happiness.

A green rectangular road sign with rounded corners and a white border, mounted on a wooden post. The word "Intention" is written in large, white, sans-serif capital letters. The sign is tilted slightly to the right. The background is a bright blue sky with scattered white clouds.

Intention

A hand is pouring a golden-brown liquid, likely tea, from a clear glass teapot into a clear glass cup. The teapot has a silver-toned handle and spout. The cup is filled with the same liquid, and bubbles are visible rising to the surface. The background is a warm, vertical-grained wooden wall. The entire scene is set on a dark, textured surface.

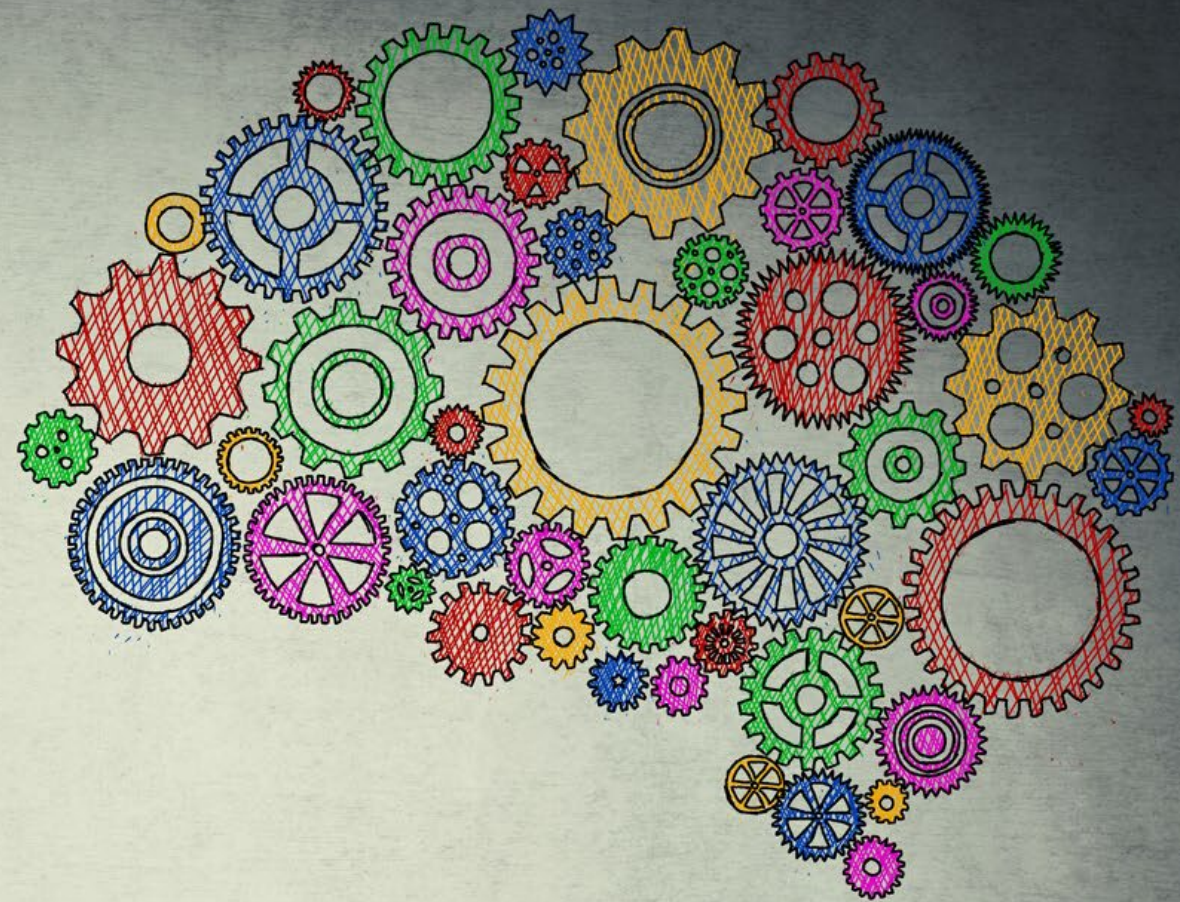
**LETTING GO OF
THE OLD.
MAKING ROOM
FOR THE NEW.**



**DON'T WASTE
YOUR ENERGY
RESISTING**



“CONQUER **YOURSELF** AND THE
WORLD LIES AT YOUR FEET.”
– ST. AUGUSTINE



THE MOMENT YOU
CHANGE YOUR
MIND AND STOP
GIVING POWER TO
THE PAST; YOUR
MISTAKES WILL
LOSE POWER
OVER YOU.



You either WIN

or you LEARN.



BIG THREE

1. What went well this year?
2. What didn't go so well this year?
3. What did I learn?



A high-angle, aerial view of a two-lane asphalt road with double yellow lines, winding through a dense, lush green forest. The road curves gently to the right in the distance. The surrounding vegetation is thick with various shades of green, and some fallen leaves are visible on the grassy shoulders. The lighting is bright, suggesting a sunny day.

WHERE ARE YOU GOING?



WHERE ARE YOU GROWING?

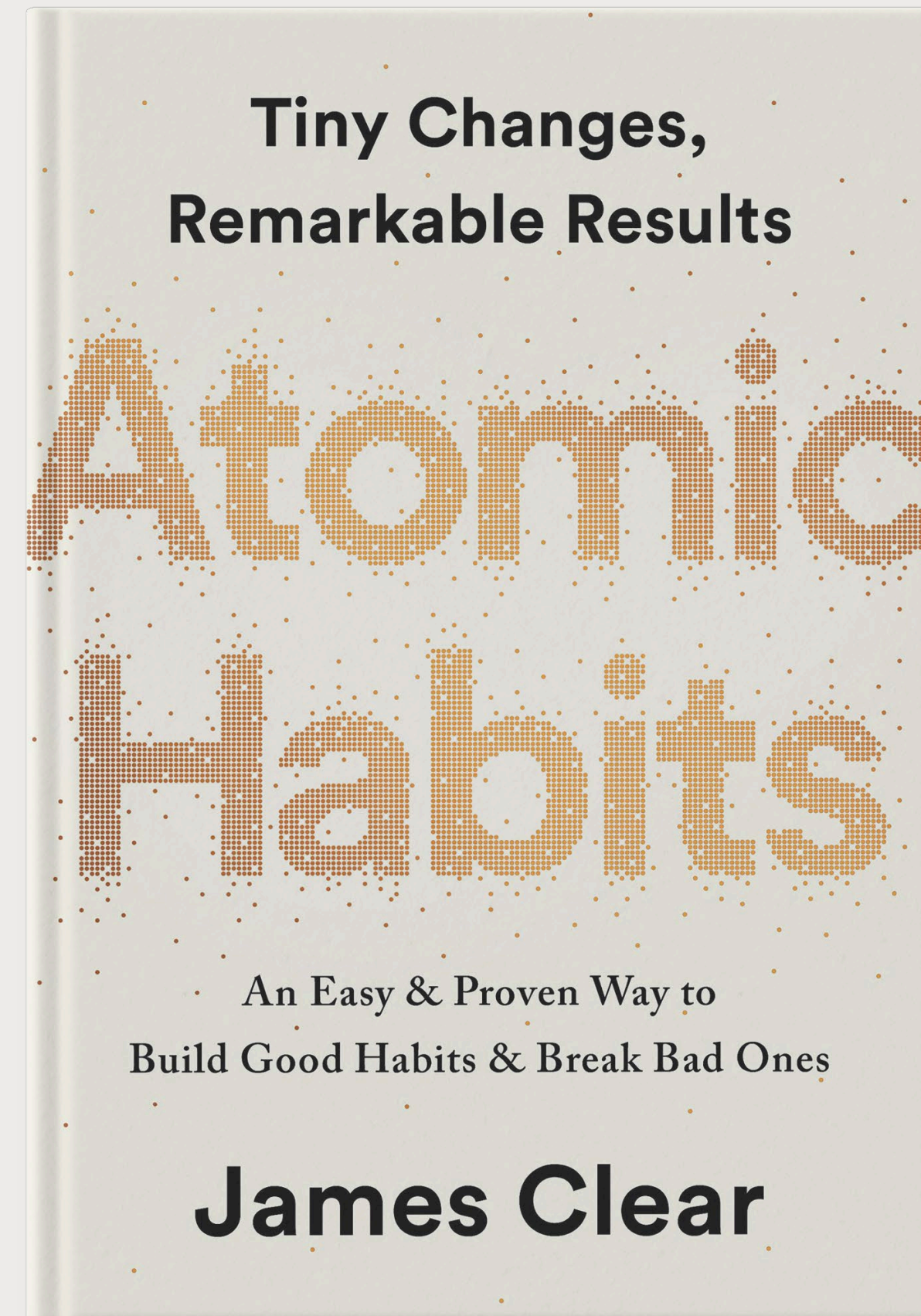
**IF IT'S IMPORTANT
TO YOU, YOU WILL
FIND A WAY.
IF NOT, YOU'LL
FIND AN EXCUSE!**



SEVEN ESSENTIAL STRATEGIES

1. Review your personal core values
2. Review the previous quarter's progress
3. Identify current roles and responsibilities
4. Identify any additional commitments
5. Ask yourself three critical questions:
 - Start?
 - Stop?
 - Continue?
6. Pick three critical goals
7. Review your morning routine

YOU DON'T RISE TO THE
LEVEL OF YOUR GOALS,
YOU FALL TO THE LEVEL
OF YOUR SYSTEMS AND
PROCESSES



INITIATE HABITS

We initiate the habits of 3 groups in particular:

1. The Close
2. The Many
3. The Powerful

Surround yourself with people who have the habits you want to have yourself.

OLD
HABITS

CHANGE



YOU CAN'T BE
GREAT WITHOUT
THE GREATNESS
OF OTHERS.



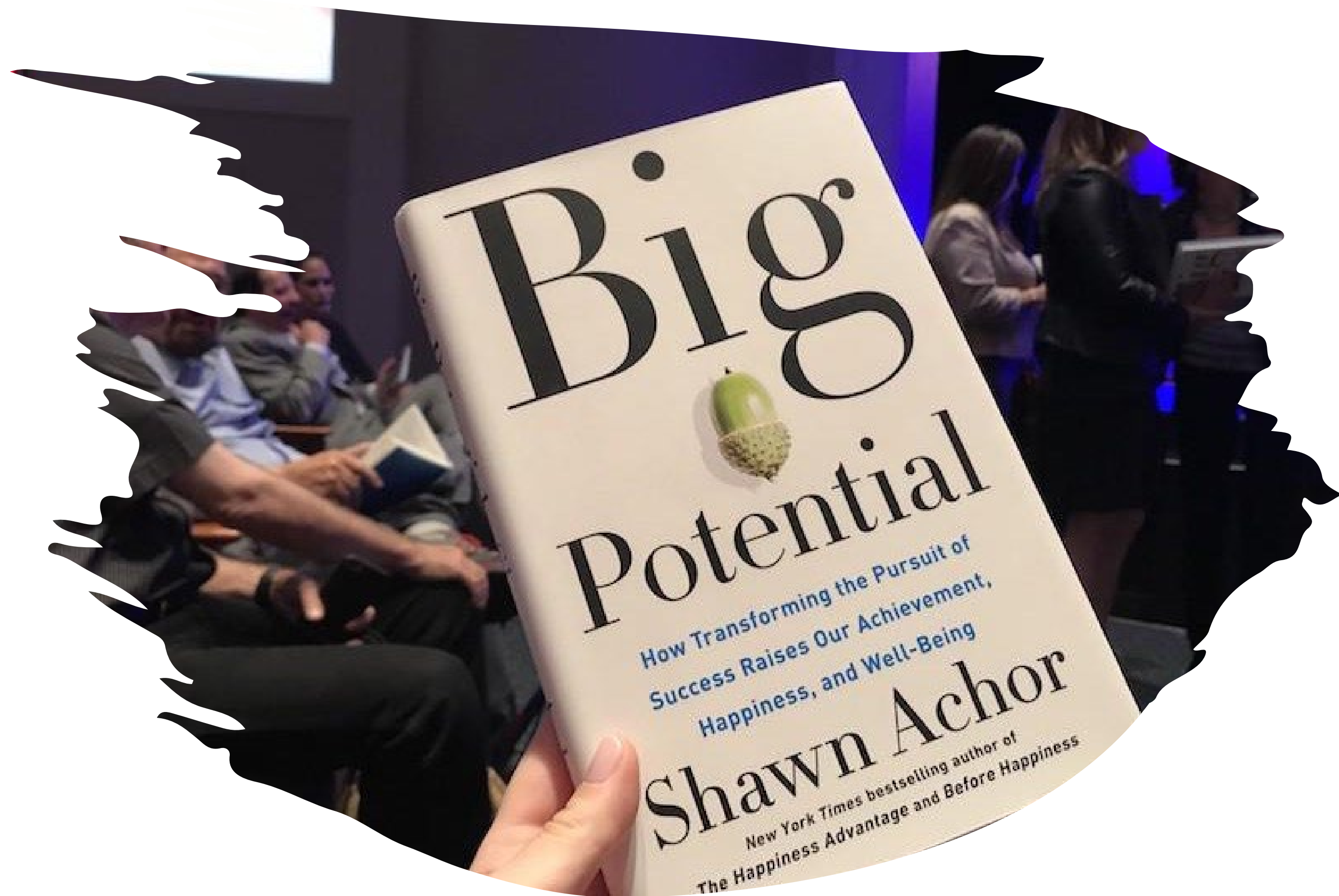
No matter how brilliant your mind or strategy, if you're playing a solo game, you'll always lose out to a team.





**The Scoreboard
Never Lies**





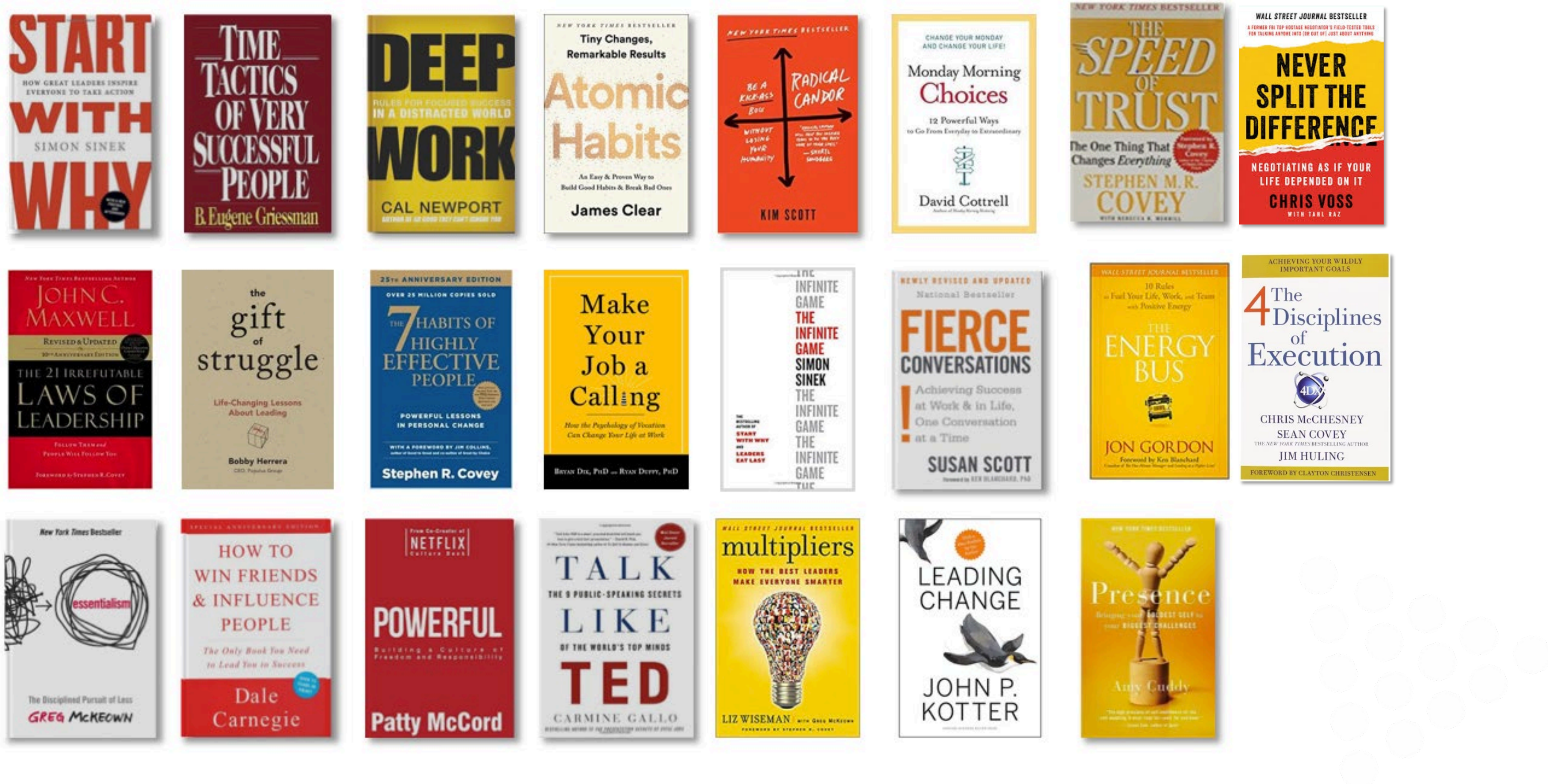
LET'S REVIEW BIG POTENTIAL

SEEDS of Big Potential:

- SURROUND yourself with a Star System of Positive Influencers
- EXPAND your power by helping others lead from every seat
- ENHANCE your resources by becoming a Prism of Praise
- DEFEND the system against negative attacks



YOUR MENTAL MEAL PLAN



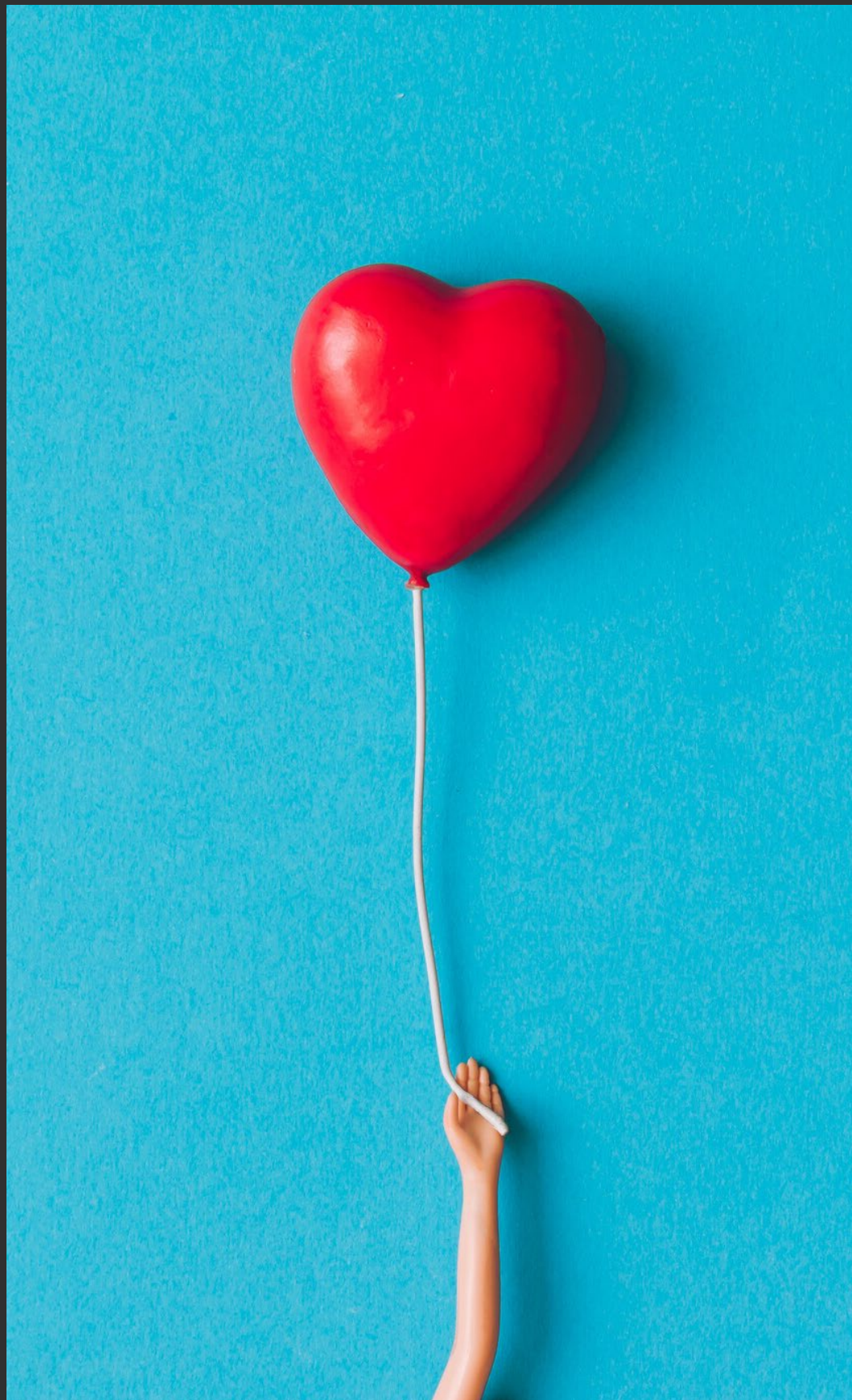


IF INFORMATION GOT YOU RICH,
ANY LIBRARIAN WOULD BE A BILLIONAIRE.
IT IS WHAT YOU DO WITH INFORMATION THAT COUNTS!



GETTING
TO THE
HEART
OF THE
MATTER

HEART



Handle all matters with care.

Engage stakeholders in the process.

Act self-employed but be a team player.

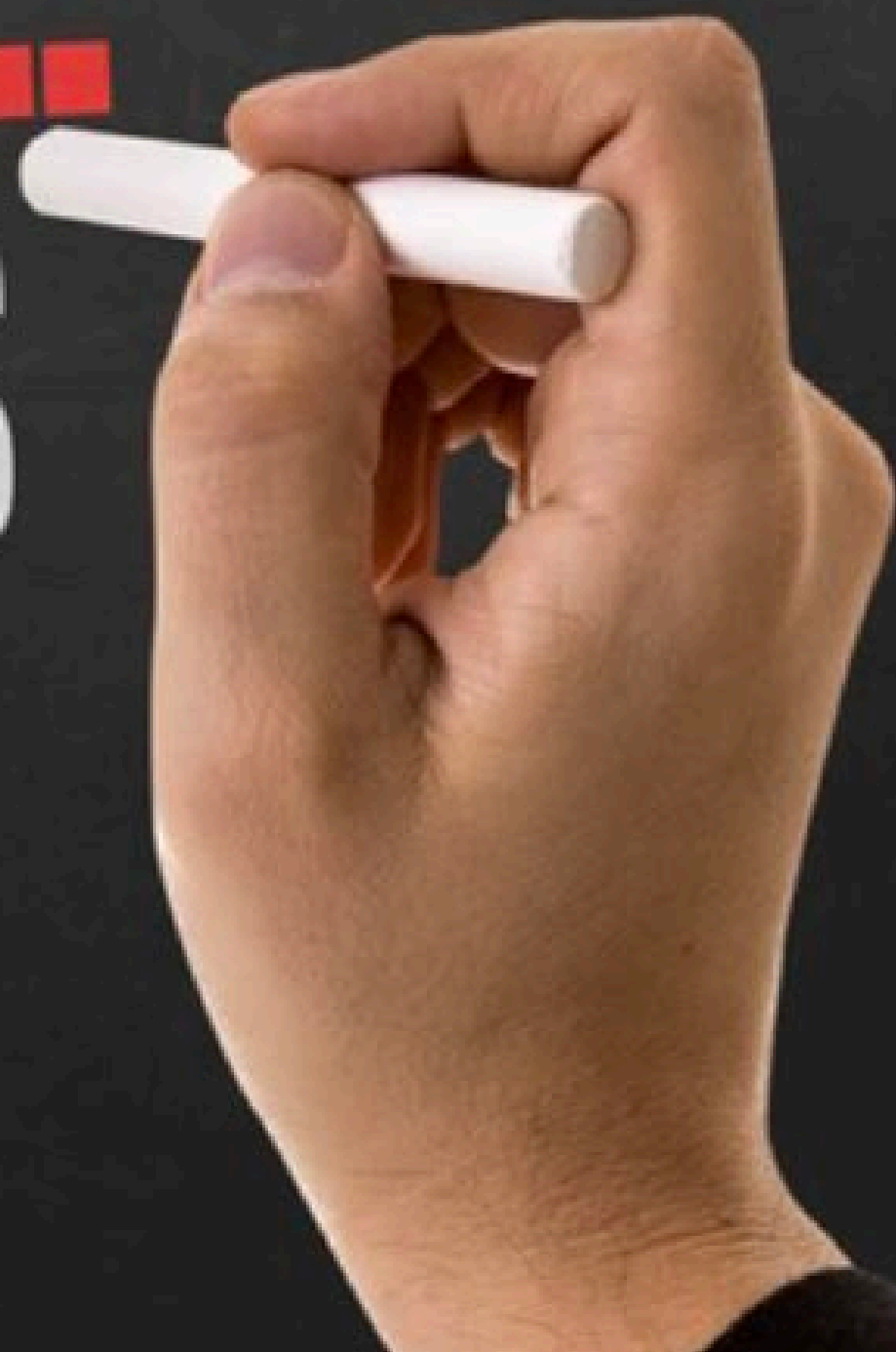
Respond promptly and professionally.

Thank people often!

*Things which matter most must never be at
the mercy of things which matter least.*

– Johann Wolfgang von Goethe

**TODAY'S
PREPARATION...**
**TOMORROW'S
SUCCESS!**





THANK YOU!

CONNECT WITH ME!

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