



PASSPORT TO
RESULTS!
in
COMPRESSED
TIME

TONY JEARY

Results Strategist and Coach to the World's Top CEOs and High Achievers

Dedication



TO:

FROM:

*If you choose to live in solutions, the world
eagerly awaits your dreams and will
provide you every tool and opportunity you
need to turn your vision into reality.*

—TONY JEARY

Introduction

As a life-long learner and advisor I've been blessed to see the world, coach hundreds of the most accomplished individuals, and be part of many, many successes.

I have invested a big portion of my life looking at distinctions, studying best practices, and helping people win.

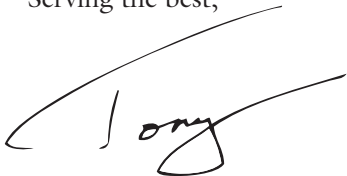
On this personal journey, I have found that *thinking* really matters a lot. I'm talking about smart thinking; strategic thinking. I have published a book, *Strategic Acceleration*, dedicated to the subject of thinking—thinking concerning what you want (*clarity*), your “High-Leverage Activities” (*focus*), and your actions (*execution*).

With that, I'd like to offer this little book to you. It is a collection of quotes derived from my publications, books, and seminars. These words have impacted many and I hope they impact you and inspire you to think.

My hope is that this collection will provide insights and offer up distinctions you may have never thought of previously that will move you forward on your own personal success journey.

Let me offer you a challenge: As you read and reread these 100+ maxims, choose 10 that resonate strongly with you. We've placed boxes next to each and would encourage you to check those that impact your thinking and that will help you get the results you're looking to achieve. Keep them around you, type them into your phone notes, and find other creative ways to have them in front of you continually to help you achieve "results in compressed time."

Serving the best,

A stylized, handwritten signature in black ink. The signature is fluid and cursive, with a large, sweeping initial 'T' that extends upwards and to the right, and a long, horizontal stroke that underlines the name 'Tony'.

Tony Jeary, The RESULTS Guy™

Testimonials

“I am not only impressed with your coaching skills, but more importantly, with your genuine commitment to supporting your clients and building a true partnership.”

— **TOM GRIMM**
President and CEO, Sam’s Club

“It’s great to see our group back together. There was energy we haven’t seen in a long time.”

— **MIKE GOREY**
President, Firestone

“Thanks to you and your staff, we are a better organization today because of our relationship with you . . . ”

— **MIKE BERRY**
President, Hillwood Properties
A Perot Company

“I would tell you our execution as an organization has improved five-fold with his facilitation.”

— **RAY GREER**
CEO, Burlington Northern Logistics

RESULTS in Compressed Time

Gift Booklet

This booklet contains over 100 quotes, strategies and tips taken from Tony Jeary's methodology. Perhaps one of the most valuable tools you can ever give to your team, organization or family member.

Topics include:

Goals	Health & Well-Being
Thinking	Relationships &
Beliefs	Connections
Habits	Coaching & Mentoring
Influence & Persuasion	Brand
Time Management	Meeting Effectiveness
Productivity	Appreciation &
Procrastination	Recognition
Clarity	Personality Styles
Focus	Happiness
Team Building	Continuous Improvement
Presentation Mastery™	Leadership



Goals

- ❑ There is an awesome power in committing your goals to writing—yet very few people can actually show you their written goals. Be one of the few.
- ❑ Your goals should be absolutely congruent with your values. It starts with what you want to accomplish—what you want to share, experience, give, have, and become.
- ❑ Take time to document what really makes you happy, successful, and strategically aligned.
- ❑ Have written goals all around you (on your closet doors, phones, computers, walls, etc.); clarify what you really want.

★ ★ ★ ★ ★ Thinking

- ☐ If the results you've been getting have not been what you expect and want, you need to become willing to change the way you think so you can change your results.
- ☐ The right thinking multiplies and impacts.
- ☐ Focus is a thinking skill acquired as a result of mental discipline.
- ☐ Life changes; enjoy it and work *with* it, not *against* it.
- ☐ You can have virtually anything you want; you just can't have everything.
- ☐ Give value, do more than is expected; think this way every day.

☆☆☆☆ Beliefs

- ❑ High achievers set up systems and processes and recruit people to help them discover and see the world the most accurately through their **Belief Window**.
- ❑ The belief that greatness already exists becomes the enemy of mastery.
- ❑ Our **Belief Window** contains the principles we believe to be true. Constantly check for **Blind Spots**, Distinctions and Perspectives to ensure your principles are accurate and up to date.
- ❑ A High Performing Team shares common beliefs about where they are, where they're going, and what they need to do to make it happen.
- ❑ Believe in the value of focus. No single skill or habit has a more powerful impact on results than the ability to eliminate distractions and focus on **High-Leverage Activities**.

☆☆☆☆ Habits

- ☐ We should be intentional about our habits; they produce our life's results.
- ☐ Go from awareness to habits and from habits to culture.
- ☐ Your success (or failure) is created by your habits. To get extraordinary results faster, continually acquire new habits and continue to refine and sharpen your old ones
- ☐ Habits are the behaviors that define your personality, your relationships, and your effectiveness.
- ☐ Ask yourself often, "Does it really matter?" If stressful issues don't really matter, move on.



Influence & Persuasion

- ☐ Understand that companies do not buy. People buy. Sell to people, not to the company.
- ☐ Discover and be aware of what others really want and care about.
- ☐ Results happen when people take action. Become a person of influence and you become a person who creates real results.
- ☐ Sometimes the greatest success can be measured by the number of people you influence and encourage in their pursuit of success.
- ☐ People like to win; help them win, and in return, they will help you win.
- ☐ Know what you are offering—not what it is to you, but what it is to your audience.



Time Management

- ☐ No one has enough time, yet everyone has all there is. What we do with our time determines what we accomplish with our lives.
- ☐ Create and leverage lists often. Ask yourself several times a day: “What’s the best use of my time right now?”
- ☐ Most people are amazed at time gained by simply being more organized. Be a river, not a reservoir.
- ☐ There are 168 hours in a week. You sleep 50 and do maintenance for 18; that leaves 100 hours. It’s important to not only manage those hours well but to also manage your energy for peak performance.
- ☐ Be willing to say “No” to some good things so you can say “Yes” to better things.

★★★★★ Productivity

- ❑ Preparation and planning are important, but excessive preparation is nothing more than procrastination.
- ❑ Once you understand **Production Before Perfection (PBP)**, you will be astounded by the results you experience!
- ❑ MOLO your life often—write down what you need to do More Of, Less Of, stop doing, start doing, and do differently.
- ❑ When you really have the “want-to” factor, you will find a way to do whatever it takes to make your vision a reality.
- ❑ Produce today . . . the cumulative effect of waiting until tomorrow can have a dramatic impact on one’s results.



Procrastination

- ☐ Avoid procrastination and get faster results. Focus on starting instead of finishing and then adjust as you go.
- ☐ Don't focus on how you can stop procrastinating. Instead, focus on what you can do to get more accomplished.
- ☐ If you develop the habit of list-making, procrastination will lose ground in your life.
- ☐ By avoiding procrastination, you give yourself a head start . . . a definite advantage . . . a psychological edge.
- ☐ No human characteristic restricts results and effectiveness more than procrastination.



Clarity

- ☐ Know what really makes you happy and then build a life around that.
- ☐ The basic definition of clarity is having an unfettered view of your vision, which is what you want and why you want it, fed by an understanding of its purpose and value.
- ☐ **Elegant Solution**—being so clear on your goals, objectives, and priorities that you can do one thing and accomplish multiple objectives at the same time.
- ☐ Having extreme clarity about what you want will pull you toward your vision.
- ☐ The person who can lift themselves the highest (mentally) to clearly see the whole picture is the person who will accomplish the most important RESULTS.



Focus

- ❑ You really do get more of what you focus on—focus on things that support your goals and vision.
- ❑ Success pivots on having the ability to truly concentrate on doing the things that really matter—**High-Leverage Activities**—and filtering out what doesn't.
- ❑ Distractions waste our time. Saying “no” to the things that don't matter pays off big. Remember, focus is the opposite of distraction.
- ❑ The gap between current conditions and your future vision should be your focus.
- ❑ When leaders have clarity concerning their vision, it lives! It also creates zeal and passion for the commitment and determination needed to execute the vision.



Team Building

- ☐ Train your mind and those on your team to envision the best possible outcome rather than the worst possible scenario.
- ☐ Give so much time to the improvement of yourself that you don't have time to criticize others.
- ☐ Commit yourself to something bigger than yourself.
- ☐ Accountability, trust, and communication are key. Make promises sparingly; keep them faithfully.



Presentation Mastery™

- ❑ When everything else is equal, the ability to effectively present and communicate your ideas is the single greatest factor in success!
- ❑ **Planned Spontaneity**—The more prepared you are, the more spontaneous you can be.
- ❑ *Life Is A Series Of Presentations* . . . make each one count.
- ❑ The single most powerful thing you can do to convince your audience of something is to provide a compelling reason why they should do what you suggest (or believe what you say).
- ❑ Be interested, not just interesting.



Health & Well-Being

- ❑ Live healthy, eat well, exercise, manage stress, avoid toxins, stretch, rest, and breathe well—these eight disciplines will impact your life more than you realize.
- ❑ By setting goals that create and maintain a healthier body, you are taking steps that can literally benefit you for a lifetime.
- ❑ God has created so much beauty, yet so many don't build a life that allows them to enjoy it. Build memories, not just a bank account . . . enjoy the journey.
- ❑ A winning attitude shows. It's an absolute requirement for success and well-being.



Relationships & Connections

- ☐ Make people feel significant. People blossom under approval, compliments, and feeling loved . . . appreciate what you want more of personally.
- ☐ Consistently affirm the good in others and watch them flourish.
- ☐ Do favors in advance.
- ☐ It's not about the grades you make as much as it is about the hands you shake. Cherish new and existing relationships.
- ☐ Build and nourish your contacts every day of your life.



Coaching & Mentoring

- ☐ Nothing persuades more effectively than a leader who sets the right example for his team, children, associates, and colleagues to follow.
- ☐ Establish an informal advisory board—people who want you to succeed and who can give you insight on decisions, challenges, and considerations, thus helping you have perspective, see distinctions, and uncover **Blind Spots**.
- ☐ A great coach is a true blessing.
- ☐ The right coach is priceless.
- ☐ Coaching is an investment, not an expense.



Brand

- ☐ Always know the answer to “What do I want people to think about me and my organization?”
- ☐ A truly professional organization should be absolutely clear about who they are and what they stand for, as well as how they can and should communicate this to the world.
- ☐ We all have a brand (a reputation). Top leaders are strategic about theirs. They think about and write down who they want to become.
- ☐ Creating an authentic, positive **Strategic Presence** is critical in the execution of your vision.
- ☐ Be strategic about your brand and reputation; don't just let it happen.



Meeting Effectiveness

- ☐ More than one-third of all meetings are deemed to be unnecessary or unproductive by attendees. Improve your **Meeting Mastery** and increase your results!
- ☐ Objectives trump the agenda.
- ☐ Have strong written agendas tied to clear objectives for every meeting you attend, lead, or grant.
- ☐ One of the strongest ways to get—and keep—someone's interest is to get them actively engaged.
- ☐ Ensure each meeting you're a part of ends with clarity of actions.



Appreciation & Recognition

- ☐ People crave appreciation; make sure you appreciate what you want more of, and you'll often get it.
- ☐ Listening is one of the most powerful missing pieces of extraordinary communication.
- ☐ Consistently affirm the good in others.
- ☐ Give recognition. Help people win. People will follow you if you help them shine.
- ☐ Appreciate other's gifts and talents. God has blessed each one of us with different qualities, and they're not all the same.



Personality Styles

- ❑ People really do filter their worlds through their own styles—including you. Understanding personality styles helps you understand the actions you and others take.
- ❑ Present to people the way they want to receive it . . . the right amount of detail at the right speed.
- ❑ Understanding human behavior and predictable personality patterns can really help us better understand how to sell, lead, and motivate.
- ❑ If you tailor your communication to the recipient's style preference, your results will be significantly impacted, whether in your personal or your professional relationships.

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Happiness

- ☐ Be the bearer of good news. People never tire of hearing sincere compliments.
- ☐ A smile is a powerful thing . . . it affects how people respond to and are attracted to you, as well as how you feel about yourself.
- ☐ Choose being happy over being right.
- ☐ Do you know what makes you happy? Take the time to write this down before you write your goals.
- ☐ Pretty simple . . . hang out with joyful people!
- ☐ Happiness is a choice and a gift you give yourself. It is available to everyone for the taking.



Continuous Improvement

- ❑ Each great journey or success is a series of small steps and manageable tasks; with the completion of each, more opportunities and paths will become evident and will open up to you.
- ❑ Go as far as you can see, then you can see further.
- ❑ **Correction Of Errors** is a philosophy.
Continue to correct, define, and improve.
- ❑ High achievers set up systems, people, and processes to help them discover and see distinctions and achieve greater results.



Leadership

- ☐ Leadership is simply a RESULTS contest.
- ☐ Delegate well . . . expand your capacity.
- ☐ The ability to communicate the authenticity of your vision (its purpose and value) directly affects your ability to persuade others to voluntarily and wholeheartedly assist you.
- ☐ The executive speech is the foremost vehicle for garnering a high level of support from all audiences—both internal and external.
- ☐ Accountability is the magic of exceptional leadership.

About Tony

Tony is not just a speaker, although he speaks to tens of thousands each year. He's not just a coach, although he coaches many of the world's top performers. He's not just a strategic facilitator, although this is his sweet spot.

Tony is a strategist who helps clients achieve their results faster. People fly in from around the globe to his *Strategic Acceleration Studio* to meet with Tony and his specialized team, because in a single day he transforms people's thinking to accelerate their results.

Tony shares 25+ years of study working alongside many of the best performing organizations and individuals. Tony is a prolific author, with 38 books, and has trained millions. He has been honored to have personally coached the presidents of Walmart, Sam's Club, Ford, Samsung, Shell, Texaco, New York Life and Firestone, to name a few and has over 20,000 personal connections around the world.

Leveraging his vast experience, Tony ensures real clarity and focused efforts. He helps clients execute with speed. That is why many call him The RESULTS Guy™.



What We Can Do For You

We at Tony Jeary International change people's THINKING! We help gain strategic clarity, facilitate focused planning and work alongside many of our clients to ensure they execute with strong accountability and speed so they get the results they want in timeframes faster than many believe are possible. We even show people what not to focus on, to free them up, so they have *Margin Time* to think better and stay dedicated to their sweet spots—**High-Leverage Activities**.

We are a powerful team of highly motivated and truly focused individuals who surround Tony. We have 6 basic offerings noted below. If you are a progressive, smart, successful high achiever, we encourage you to contact us to discuss how to leverage our best practices, published methodology and 25-year track record to benefit you, your team, and/or your organization. Let us work with you to move you from great to mastery!

1. **Strategy**—Whether your need is strategic planning or preparing for specific events, projects or launches, we facilitate three-day meetings in a single day, with a real-time live note taking system, using our simple, proven processes in Tony's private one-of-a-kind studio or at the location of

your choice. The *Strategic Acceleration Studio* in its stimulating, unique setting combines the latest media technology with a library containing a lifetime's worth of systems, processes and best practices focused on gaining strategic and tactical balance for getting results.

- 2. Results Coaching**—Tony takes on approximately 12 accomplished individuals a year and transforms them into masters. It's a special relationship and is only for the most accomplished that truly desire to think more strategically, perform at the top and grow their ability to get the results they want faster.
- 3. Interactive Keynote Experiences**—For over 25 years, on 6 continents, Tony has enjoyed bringing his unique never-ending energy to audiences of all kinds. We do our homework. We impact people and organizations with presentation experiences that demonstrate practical, proven processes and with specific insights that immediately enhance thinking, inspiration and of course results.
- 4. Relationships**—We take on up to 10 organizations a year whereby we engage as an extended resource. We bring our entire arsenal of offerings and tools, plus connections and more. These relationships are special and they ensure an entire culture performs; bottom-line, results are achieved and

organizational value goes through the roof. We synergize teams and crystallize direction.

5. Web Training—Tony can touch, teach and train thousands at a time. We have a developed and proven 45-minute model that dramatically impacts whole cultures in less than a single hour. There are 12 core topics and each has been refined and sharpened to ensure a huge homerun for every single attendee.

6. *Strategic Acceleration* Culture—Many organizations read the book and immediately understand the value of Clarity, Focus and Execution. They want it in their organization so that the organization as a whole performs and produces real results in this fast-paced world we live in. We bring *Strategic Acceleration* in and companies are forever operating at another level, leveraging strategic and tactical tools and working at the highest level and change thinking to create extraordinary results!

For additional information,
contact us at 817.430.9422
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www.tonyjeary.com

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