

Dan Thurmon Presentation

Off Balance On Purpose

Dan's presentation is just a "speech, but an "experience" that will present ideas and messaging while demonstrating these concepts through Dan's actions and performance. The overall concept is to use the presentation and the concept of "on-stage performance" in order to:

- Demonstrate Top Performance "In Action."
- Inspire and energize the audience to recommit to their objectives.
- Present techniques and strategies to initiate changes and sustain personal productivity and motivation.

General Outline:

1. It's all about action.

- a. In his opening segment, Dan will utilize an acrobatic demonstration (tumbling series), first described for the audience and then, performed, to illustrate:
 - i. The power of congruent action
 - ii. Principles for driving results
 - iii. How to manage and exceed your customer's expectations.

2. Managing multiple objectives.

- a. In this segment, Dan introduces juggling as an analogy for high level performance and, through a highly engaging demonstration, begins to "unpack" learning points that relate to performance excellence, as well as personal management of time, thought, focus and action. Some key learning points:
 - i. You can't do it all at once. We are most effective when we execute one throw (action) at a time, with focus and excellence.
 - ii. Where you look (focus) is the primary key to success.
 1. Being predictive, rather than reactive
 2. As a leader, where you focus becomes contagious. The skill to elevate your vision when others see only obstacles is one you can (and should) develop.
 - iii. It's about making great throws! When your throws (inputs) are "on target," consistent, and *sustainable*, than the catches (outputs) happen naturally, and with a greater degree of predictable success.
 - iv. Understanding the "patterns" (systems thinking), and being willing to change those patterns to incorporate new information or objectives and achieve improved results

3. Effective Teaming/Collaborating with Others

- a. Dan selects a participant from the audience to join him on stage and takes this person through the process of learning to perform under pressure. This "real time" challenge involves learning to "half-juggle"

as collaborative partners. While this unfolds, Dan will use this exercise as a teaching demonstration in the areas of BOTH **Customer Advocacy** and **Collaboration**. Learning points include:

- i. Understanding and building on your strengths and the strengths your partner
- ii. Developing clear targets, goals and expectations
- iii. Communicating your plans and providing/soliciting feedback
- iv. Developing a state of “Flow” and rhythm while working with others
- v. Sharing moments of celebration
- vi. Learning new patterns (systems) and adding value to the process by creating sustainable change and improvement.

4. Taking Educated Risks

- a. Dan “ups the stakes” by adding more uncertainty and excitement to the performance, and he talks about intelligent and effective risk taking.
 - i. Setting clear objectives
 - ii. Acting with a purpose
 - iii. Understanding what is essential

5. Off Balance On Purpose

- a. In order to improve continuously, we must be willing to initiate changes and move into uncertainty. This may make you uncomfortable, which is not a bad thing. “If you limit yourself to what’s comfortable, you deny yourself what’s possible.”
 - i. Unicycle demonstration
 1. Leaning forward– You must become off balance, biased toward what matters most and what you wish to achieve, in order to make forward progress.
 2. Developing new strategies under pressure–Dan juggles three knives atop the unicycle as a means for reviewing some of the key points of the program

6. Using your Gifts

- a. In this concluding segment, Dan provides a “call to action” by sharing a powerful, personal story, and encouraging each audience member to embrace and USE their unique strengths and talents to develop a **Personal Brand of Leadership** and create the next chapter of their success story.