

'Positive action' – thinking positively is all very well but it's the action that gets things done. The first step to positive action is in the language we use. Think about how you respond to the question "How are you?" if you ever respond with "not bad" when actually you are just fine, think before you speak. Try responding with "fantastic or brilliant!" see what reaction you cause.

BECOMING BRILLIANT...

Are you good at what you do? Are you good at your job? Are you a good parent? A good friend? Could you be better? Is being 'good' good enough?

Michael Heppell, author of 'How to be Brilliant' thinks that in today's world 'good' is not enough, you need to be brilliant. 'How to be Brilliant' promises to help you to change your ways in 90 days. "Brilliance is a standard, not a skill" and anyone can achieve this standard.

Heppell gives guidance in an informal, amusing format relevant to anyone, in any stage of their life, and in any career. He believes that with a bit of work, **you too can be brilliant!** "Brilliance does not happen by accident. It is all about the planning, the work and the skills." First you need to have vision. You have to have a plan, an objective. Set yourself a goal.

Mohammed Ali was the ultimate goal setter. Do you remember in pre-fight press conferences when he would turn to his opponent, look them in the eye and then make one of his famous predictions? Ali would say, "You're going down in the second minute of the third round." He would say it with such certainty and such belief that even though his opponent would say "Yeah, right!" he knew he was in trouble. His words "**I am the greatest**" are simple yet so powerful and have become as legendary as he has. His envisioning was part of his brilliance.

According to Heppell, there are five characteristics of brilliant people. Think about whom you consider to be brilliant. Come on, there must be someone. A politician, a monarch, a sports hero, someone successful in business? In his seminars, Heppell asks this question all over the world and the same names come up over and over again.

What do you think the characteristics of these brilliant people are?

First is '**positive action**', thinking positively is all very well but it's the action that gets things done. The first step to positive action is in the language we use. Think about how you respond to the question "How are you?" if you ever respond with "not bad" when actually you are just fine, think before you speak. Try responding with "**fantastic or brilliant!**" see what

reaction you cause. Your brain picks up on the words you use and soon you will start to feel like that word.

The second characteristic is the ability and willingness to break out of **'limiting beliefs'**. The most brilliant people have picked themselves up following a knock-back and learned from their mistakes and moved on, using their learnings to guide them. Fear keeps us inside our comfort zones. Don't let fear hold you back.

"If you begin to analyse your fears and the things that you really believe are holding you back, you'll notice that 95% of them you just made up. You created them."

Third is **'thinking differently'**. Learn and understand how your brain works and use both sides of the brain together. "creativity comes when both sides of the brain work together."

The ability to **'manage stress'** is the fourth characteristic of a brilliant person. **To turn stress into energy**. It is important to take time out of your day to relax. It's not necessarily true that we work better under stress. We just work faster which could actually be detrimental to our output.

The fifth and final characteristic, and this is a challenge, is **'take massive action'**. Get out there and do things. Stop just talking about it and start doing it. One of the greatest business success stories is that of Bill Gates and Microsoft.

"Gates wanted his product to become the operating system for IBM and one day he got a call saying "come down and show us the work you are doing". He was there four hours later (and that included a two hour flight!)" This is 'massive action' and as they say...the rest is history. So set yourself goals, take positive action, break out of limiting beliefs, think differently, manage stress and take positive action. Above all **'BE BRILLIANT'**.

Oh and by the way, the names that come up most frequently in response to the "who do you consider brilliant?" question are Richard Branson, Mother Teresa, Tiger Woods and Winston Churchill. Were you thinking along these lines too?

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