



Difference Makers!

Intentionally Connect in Work, Family,
Mentorship and Life – Lead A Life that Matters

Rotary Club of Edina, MN
John Crudele – April 8, 2021

**“I Want to Make A Difference, Doing Something That Makes A Difference,
With People Who Make a Difference, at a Time That Makes A Difference.”**

John C. Maxwell

Start Small but Believe Big! What do you believe? What’s your one thing? Your one Word?

1. Believe in Yourself
 2. Believe in Your Mission
 3. Believe in Your People
 4. Believe in Your God
- Search and find your Why: Your “Why (your purpose)” will determine your “Way (your path).”
 - To find your Why: What do you cry about? What do you sing about? What do you dream about?
 - Discover your Story of Significance: Significance comes from using what you have to benefit others.

“The Most Positive Motivational Force in the World is a Cause”

David McNally, CPAE *“Even Eagles Need a Push”*

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WHAT MAKES A DIFFERENCE – INTENTIONAL CONNECTIONS – A LIFE THAT MATTERS

1. Relationships - Who You Know
2. Sacrifice - How You Have Lived
3. Insight - What You Know
4. Success - What You Have Done
5. Ability - What You Can Do

3 Connecting Questions

1. Do you Care for me?
2. Can you Help me?
3. Can I Trust you?

3 Connecting needs/elements of dialogue

1. Feel Listened to.
2. Feel taken Seriously.
3. Feel Significant.

To Connect on Common Ground, Ask...

1. Do I **feel** what you **feel** BEFORE asking “Do you feel what I feel?”
2. Do I **see** what you **see** BEFORE asking “Do you see what I see?”
3. Do I **know** what you **know** BEFORE asking “Do you know what I know?”
4. Do I **know** what you **want** BEFORE asking “Do you know that I want?”

Key Concept: Connecting begins when the other person feels valued.

Question: “What can I do to increase my value of others?”

Action: Build an action plan that creates daily habits of increasing value to others.

Words of Good Intention	Words of Intentional Living	A life that Matters
Desire	Action	Results
Wish	Purpose	Fulfillment
Someday	Today	Every Day
Fantasy	Strategy	Follow - Through
Hopefully	Definitely	Continually
Passive	Active	Proactive
Occasional	Continual	Habitual
Emotional	Discipline	Lifestyle
Somebody Should	I Will	I Do
Survival	Success	Significance

From “Intentional Living: Choosing a Life That Matters” by John C. Maxwell

Intentional Action Step: What specific action can you take this week to become intentional, so your life story changes in the direction you desire? Include who, what, where, how and when you will take this action? _____

From the Giant Worldwide 100X Toolkit for Coaching

For more information: John Crudele john@johncrudele.com (and Jeff Meacham) for the guides, tools, cohort group program, personal coaching and presentations. Take the free 5 Voices Assessment at <https://www.giant.tv/5voices/forwardbychoice> . This is a journey to make together.

1. Are you intentional or accidental in your core relationships and circles of influence?

5 CIRCLES OF INFLUENCE



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2. Ask yourself in each situation and relationship, "What is my opportunity for learning?" CORE – Call it, Own it, Respond and Execute

CORE PROCESS



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Source: Williamson, Kubicek, Cockram

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3. From a position of extreme responsibly 'for' yourself and 'to' the team. Best when team has shared language in the culture. Are you and them able to receive both Support & Challenge?

SUPPORT CHALLENGE MATRIX



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4. The Leader's Mindset is to "Fight for the highest possible good in the lives of those they lead." This is, what we as Rotarians call, "Service Above Self."

LEADER MINDSET



Fight for the highest possible good in the lives of those they lead.

- 1 What specific support and challenge do they need from me?
- 2 What role do we want them to play on the team?
- 3 Are we clear on our expectations?
- 4 What is the tendency or pattern that is undermining their influence with others?
- 5 How do I help them get to the next level?

GIANT

Source: Inspired by Kevin Weaver, REORIENT

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ACT- ACTION/CHANGE/TEACH

NOTES

1. What does it say?
2. What does it mean?
3. How/why does it matter?

What's the one thing I can...

1. Practice daily?
2. Discuss with others?
3. Interview on next month?
(What happened?)

Everyone needs a mentor (The four questions to always ask)

1. Why are you successful?
2. What are you passionate about?
3. What are you learning?
4. Speak into my life. What one thing would you say to me?

Each Morning and Evening...

1. Who can I add value to?
2. How can I add value to them?
3. Did I do that today?

Leadership is accepting people where they are, and then taking them somewhere. What is your vision for yourself and for your team?

1. Bring authenticity into the room and to relationships.
2. People resist change yet are open to growth. Commit to grow together.

“Management is about persuading people to do things they do not want to do, while

Leadership is about inspiring people to do things they never thought they could.” -Steve Jobs

The Inspiration Equation: What people __Know__ + What people __See__ + What people __Feel__ = __Inspiration__.

THOUGHTS → BELIEFS → ATTITUDE → FEELINGS →
CHOICES/BEHAVIORS → RESULTS

When Checking Back with Your Mentor share ...

1. Here's what you **said**.
2. Here's what I **understood**.
3. Here's what I **did**
4. Here's what I **discovered**.

Coaching, Training & Speaking to Enhance Life Opportunities and Satisfaction

An opportunity for a presentation, training or to work one-on-one with John Crudele

Leadership is the difference maker and the deal breaker. It's how we grow organizations. It's how we impact lives. Yet, as you also know, leadership cannot be an idea we simply talk about; leadership is the action we must live out.

Imagine a relationship that is totally focused on you. Coaching is an important guided and supported exercise of exploration and growth. Together priorities are set and actions are taken to manage transitions, embrace change, and accelerate growth. Goals in both life and business are established with great clarity.

Where in a mentorship relationship guidance is given, in a coaching relationship the answers reside within the participant. My role is to skillfully draw them out and guide you along.

- This brings clarity to vision.
- Grows trust within oneself.
- Brings focus to priorities and next steps.
- Energizes action to achieve results.



The coaching process is specific, brings clarity to new ideas and empowers the necessary action. Along the way, we will assess and adjust to optimize your experience and results. The outcomes will be measurable and in alignment with your core values and vision. You will be confident and successful as you go forward.

This process includes:

- Planning a strategy to work together to move your life forward.
- Coaching up to four hours per month.
- Availability between sessions by phone or email as needed.
- Considering 6 to 12 months as the suggested time duration of the program.
- Meetings that can be conducted by phone or in person.
- Looking forward to seeing your life priorities coming into alignment with your work and family objectives.
- Learning a pattern of thinking and exploration that you will be able to put into practice to continue well beyond our work together.

"Getting to have 1:1 time with John Crudele was most valuable. The ability to talk with him about the materials and to discuss my own experiences and growth was one of the highlights ... The discussions were focused and thought-provoking; the sharing of experiences, successes and struggles helped."

- Barb Lorenz; Principal Financial Group



John is an independent certified coach with the John Maxwell Team.

Contact us today to discuss your next conference or event so we can tailor a presentation for your organization or explore how a personal or professional coaching relationship will take you to the next level in business and life.