SUCCESS: A DIFFERENT WAY

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QUESTIONS?

1. Do you have goals?
2. Why do you work at some goals but not others?
3. Reasons:
   - Who you are?
   - Genetics?
   - Upbringing?
IT ISN’T WHO YOU ARE, IT’S WHAT YOU DO.
REASON:

• STRATEGIES ARE DE-RAILED BY HUMAN MISTAKES...
“SUCCESS” TO-DO LIST

“Thing” #1 - Get Specific

A. Set a number.
B. What actions are needed?
C. Be precise, not vague.
D. Leave no doubt of what the goal is and steps to get there.
E. Identify obstacles in the way.
F. “Mental Contrasting” needed.
   • Create/feel a vision
   • Create a need to act
   • What will it be like to achieve
SUCCESS TO-DO LIST CONTINUED

“Thing” #1 - Putting It Into Practice: Get Specific

1. Write down your goal.

2. How will you feel when have succeeded?

3. Go back and rethink and rewrite your goal.

4. What are two positive aspects of reaching your goal?

5. What are two obstacles that will get in the way of your goal?

6. Reflect on the why, how, and when of your goal process.
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #2 - Seize The Moment To Act On Your Goals

A. When will action take place?

B. Where will action take place?

C. “If-Then” planning.

• If X happens, then I will do Y

• Create contingencies

• Temptations/distractions will happen

• How will you deal with them?
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #2 - Putting It Into Practice: Making “If-Then” Plans

1. Identify a critical action you need to take to each of your goals.

2. When and where should you take this action? What is the critical situation?

3. Put it all together:
   
   If __________

   Then __________

4. Identify an obstacle.

5. How will you handle it?

6. Put it all together:

   If __________

   Then __________
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #3 - Know Exactly How Far You Have Left To Go

A. Requires honesty and monitoring by you and others.
B. Feedback is crucial to motivation.
C. Discrepancy: Where are we now and where do we want to be?
D. Feedback is also self-monitoring.
E. Feedback is self-assessment.
F. Feedback is best when you decide its best.
G. Focusing on “past” accomplishments is detrimental to achieving your goals.
H. Add value to “congrats” on a “completed” goal!
"SUCCESS"  TO-DO LIST CONTINUED

"Thing" #3 - Putting It Into Practice: Monitoring Your Progress

1. Decide frequency of assessment.

2. Determine where assessment will come from.

3. Create reminders to assess.

4. End assessments by looking ahead, what still needs to be done to reach your goal?
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #4 - Be A Real Optimist

A. Think positive.
B. Don’t underestimate the enemy.
C. Goals require:
   • Time
   • Planning
   • Effort
   • Persistence
D. You must believe in the goal, process, and your abilities.
E. It will NOT be easy!!!
F. “Make” things happen.
G. Be a “realist.”
H. Realistic optimist vs. un-realistic optimist.
I. Visualize the “steps” you will take to success, not success itself.
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #4 - Putting It Into Practice: Be A Real Optimist

1. Reflect on everything.

2. Prepare for the obstacles.
"SUCCESS" TO-DO LIST CONTINUED

"Thing" #5 - Focus On Getting Better, Rather Then Being Good

A. Believe in your abilities, and...

B. Believe you can get the ability!

C. Embrace "change."

D. Goal is to get better, not to get "good."

E. Allow mistakes, you will make lots of them.

F. Experience of the process of getting better is more enjoyable and valuable then the experience of being "good."

G. Make it/develop positive interest.
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #5 - Putting it Into Practice: Focus On Getting Better, Rather Then Being Good

1. Takes time, you will make mistakes.

2. Turn to experts for help.

3. People/resources around you are important.

4. Avoid comparisons.

5. Stop complaining...
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #6 - Have Grit!

Grit - “Willingness to commit to long term goals and to persist in the face of difficulty.”

A. Grit is a predictor of success.

B. We can “learn” grit

C. Success is not innate.

D. We all want to be a little more __________!
NATURE OF ABILITY

A. Entity Theorists: Abilities are fixed, innate.

B. Incremental Theorists: Ability is malleable, it changes with effort and experience.

C. One is wrong, two are correct.

D. To gain more ability, you need more GRIT!
NATURE OF ABILITY CONTINUED

E. You Need:

1. Deliberate practice.

2. Give up giving up.


4. Better organization.

5. Belief in the possibility.

6. Examine your beliefs, challenge them.
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #6 - Putting It Into Practice: Have Grit!

1. Decide what needs to improve.
2. Do you believe you can improve?
3. Challenge the “entity thinking” within you.
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #7 - Build Your Willpower Muscle

A. Self-control “muscle” is important.
   - Exercise it!
   - Grow stronger and stronger
   - Help reach goals

B. Take on a challenge that requires something you’d rather not do.

C. Difficulty at first, easier as it goes.

D. “Resisting temptation” is the key.

E. Willpower to run a country, but not to give up smoking!
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #7 - Putting It Into Practice: Build Your Willpower Muscle

1. Rest your willpower.

2. Lift your own spirits by doing something “fun.”

3. Willpower muscle will grow stronger with regular use.
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #8 - Don’t Tempt Fate

A. We/our willpower are limited.

B. Don’t overtax either.

C. Resist temptation.

D. What we want is usually different than what we need.

E. Know your limitations.

F. Make your own “happy hour.”

G. Make an “If-Then” plan.

H. Know when to stop: “Betcha can’t eat just one more” (Lays was not kidding).
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #8 - Putting It Into Practice: Don’t Tempt Fate

1. When are you most vulnerable to temptation?

2. Tackle willpower challenge one at a time.

3. Avoid the “just one” trap.
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #9 - Focus On What You Will Do, Not What You Won’t Do

A. Focus on the “alternative.”

B. Replacement - Replace a negative behavior with a positive.

C. Ignore - Block out unwanted feelings, replace them.

D. Negation - Plan not to perform negative behaviors, replace them.
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #9 - Putting It Into Practice: Focus On What You Will Do, Not What You Won’t Do

1. Refrain from what you will not do, decide what you will do instead.

2. Make an “If-Then” plan.

• “If I feel the urge to __________, Then I will __________ instead.”
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #10 - Join The Band!

A. Provides you with the opportunity to grow.

B. Challenges you to improve.

C. Asks you to reflect and asks who you are.

D. Provides a plan to “practice” what is good.

E. Provides opportunities to discover who you are.

F. Is FUN!
“SUCCESS” TO-DO LIST CONTINUED

“Thing” #10 - Putting It Into Practice: Join The Band!

1. Team atmosphere.


3. Leadership Opportunities.


5. Pay forward. Legacy.

6. L.I.B.T.Y.F.I.

7. Change you, your world, your career, your thinking.