



PMINJ 2011 Annual Symposium
Deliver with WOW!!
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Project Managers Take the Stairs

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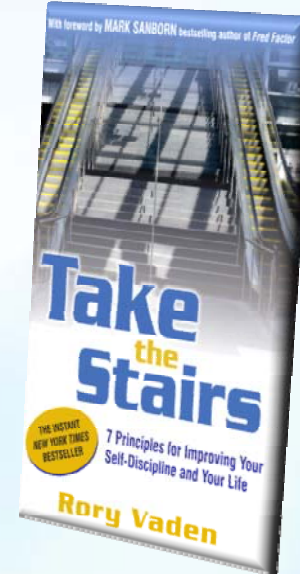
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Take the Stairs

Rory Vaden, MBA
Co-Founder of
Southwestern Consulting™

- Self-Discipline Strategist featured on Oprah radio, in SUCCESS Magazine, in Businessweek on Zig Ziglar 2.0 and for Dave Ramsey



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How much does Procrastination cost?

Average employee wastes

2.09 hours

EACH DAY!!!!

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The Purchase Price of Procrastination

Average employee in US makes \$39,795 or
\$19.13 per hour.

**Costs Employers \$10,396 per year
Per Employee!!!**

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3 Types of Procrastination

Procrastination

- **Consciously delaying what you know you should be doing**

Creative Avoidance

- **Unconsciously filling the day with menial work to be busy being busy**

Priority Dilution

- **(Un) Consciously delaying by allowing your attention to shift to less important tasks; distraction**

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Discipline

Start doing things you don't want to do.
Create a "Take the Stairs" mentality

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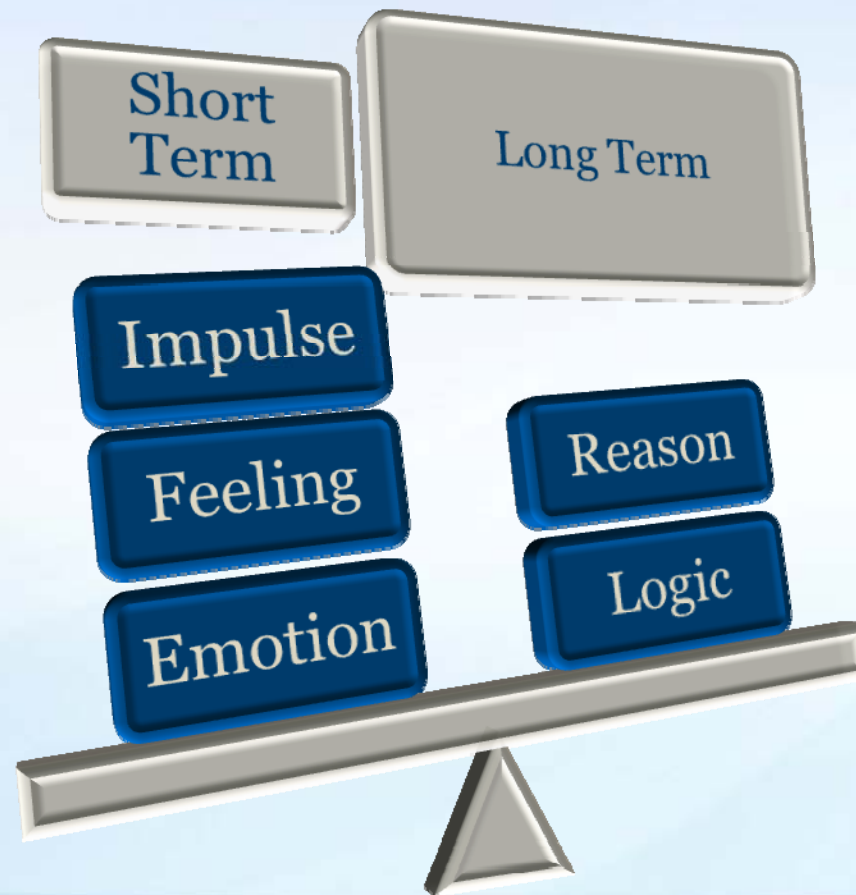
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The Paradox Principle of Sacrifice

A Buffalo Mentality

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The Pain Paradox



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The Paradox Principle of Sacrifice

***EASY short term choices lead to
DIFFICULT long term consequences***

***DIFFICULT short term choices lead to
EASY long term consequences***

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The Purchase Price of Procrastination

If a company invested that \$10,396 at 12%

For 30 years... **\$311,463**

For 40 years... **\$967,358**

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The Trajectory Test

We ALWAYS pay a price

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The Trajectory Test

**Leverage LONG TERM vision to
endure SHORT TERM sacrifices**

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The Buy-In Principle of Commitment

*The MORE we have invested into something
the LESS likely we are to let it fail*

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The Commitment Continuum



COAST SILK

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**Increase your commitment by
creating UNACCEPTABLE
CONSEQUENCES of failing**

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The Pendulum Principle of Action

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Law of Diminishing Intent



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**Cultivate the habit of action by demanding
PROGRESS rather than PERFECTION**

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The Rent Axiom

***Success is never OWNED,
it is only RENTED; and the rent is
due EVERYDAY.
- Rory Vaden***

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The Rent Axiom

What was once a SACRIFICE later won't even be a TEMPTATION.

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WORLD TOUR

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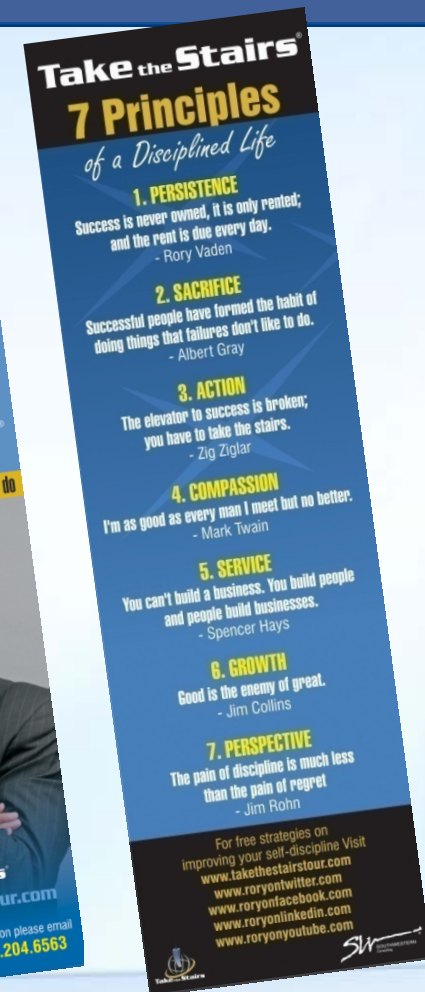
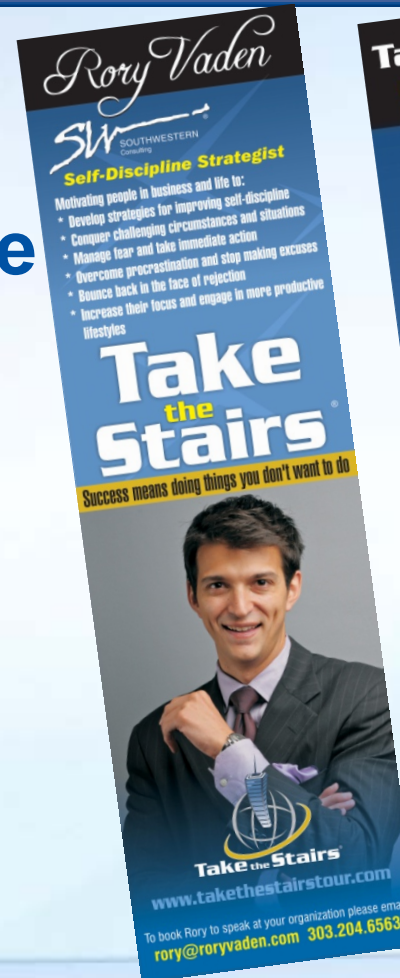
1. **Burj Dubai Tower** - 700 meters (2297 feet) in Dubai, UAE
2. **Toronto CN Tower** - 553 meters (1815 feet) in Toronto, Canada
3. **Taipei 101** - 508 meters (1667 feet) in Taipei, Taiwan
4. **Petronas Towers** - 452 meters (1483 feet) in Kuala Lumpur, Malaysia
5. **Sears Towers** - 442 meters (1454 feet) in Chicago, IL
6. **Jin Mao Tower** - 421 meters (1380 feet) in Shanghai, China
7. **International Finance Centre** - 414 meters (1364 feet) in Hong Kong
8. **CITIC Plaza** - 391 meters (1283 feet) in Taianhe District, Guangzhou, China
9. **Shun Hing Square** - 384 meters (1260 feet) in Shenzhen, China
10. **Empire State Building** - 381 meters (1250 feet) in New York City, New York



Take the Stairs World Tour

1. Join the tour – Bring a business card – get a free bookmark
2. Support the charities
3. Help spread the word

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The Law of the Pendulum

It does not matter what you **SAY**. All that matters is how you **ACT**.

If you want to know what someone really believes in, all you have to do is look at their **CALENDAR** and their **CHECKBOOK**.

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