

CHAPTER 4:

APPROACH, OUTCOME, AND RESPONSE

Everything we set out to accomplish in life comes together in a three-step process. Every act – every endeavor – every task – every job ... comes in the same three steps.

Step 1 – Our APPROACH to the task (PREPARATION)

Step 2 – The OUTCOME of the task (RESULT)

Step 3 – Our RESPONSE to the outcome of the task (REACTION)

These three steps (Approach, Outcome, and Response) are the exact same steps in the exact same sequence to EVERYTHING we try to accomplish. Let's examine the three steps in a bit more detail.

Which of the three steps do you believe is the most SIGNIFICANT? Which step makes the most IMPACT? Which step draws the most ATTENTION?

Most people identify the OUTCOME ... the RESULT ... as the most important of the three steps. It is certainly true that the outcome of a task, the result of our efforts to accomplish something, is significant. But let's look a bit deeper into the process ...

Let's examine the concept of CONTROL. In most situations, all of us would like to have control. We generally feel most comfortable when we are in control of our surroundings and the situation at hand. We tend to feel most secure when we are in control of our own destiny.

Think again about the three-step sequence: APPROACH, OUTCOME, and RESPONSE.

How much CONTROL do we have over our preparation – or APPROACH – to any given situation or task?

The answer to that would be 100%. With rare exception, we fully control HOW and WHEN we prepare for a task.

How much CONTROL do we have over our reaction – or RESPONSE – to any given situation or task?

Again, the answer to that question would be 100%. Whenever something occurs in our lives, HOW we respond to that outcome is completely within our control.

How much CONTROL do we have over the results – or OUTCOMES – in any given situation or task?

Although your initial response to that question might have indicated a belief that we have some amount of control over the results or OUTCOMES in a given situation or task, the true answer to the question ... is 0%!

Some people might want to argue that we have at least SOME amount of CONTROL over the results or OUTCOMES in various situations, but the reality is that we truly have very, very small amounts of control (if any at all) over the outcomes in our lives.

If that is true, then WHY do OUTCOMES or results have so much significance or impact in our lives if we CANNOT control them?

The answer is straightforward. We CHOOSE to allow what OTHERS think of our results to affect our minds and our future efforts. We ALLOW others to define us by our actions and our results ... without even knowing who we are.

The irony of the entire three-part sequence is essential to building the mind of a champion. If we spend more time focusing and controlling that which we absolutely CAN control – our APPROACH and RESPONSE – we will have a MUCH better chance of achieving what we all ultimately want: SUCCESSFUL OUTCOMES!!!

APPROACH, OUTCOME, AND RESPONSE

Remember ... we are building the mind of a CHAMPION. We ultimately want to ensure we are ready to be our VERY BEST in the championship moments – when it means the MOST – when the MOST people care about our results. We want to be the MOST poised and relaxed and confident in knowing we have prepared ourselves with maximum effort.