

The
Leadership
Program



FAIL BIG!

TOOLKIT

Failure Threshold



“Failure is the threshold of knowledge. Since new knowledge is that by which we progress, failure must be our constant companion. Every time we go through the doorway of knowledge, it is because we have stepped across a failure. **We congratulate ourselves for failing. We fail boldly.** We surround each other with love and enthusiasm after failure because we know that the failure took courage. On the other side of every failure is wisdom. Wisdom is growth, growth is progress, and progress is light. Failure is an integral part of life...”

William Ball, from A Sense of Direction

Stories: Failure to Success



Find these stories and more at www.wanttoknow.info

Colonel Sanders had the construction of a new road put him out of business in 1967. He went to over 1,000 places trying to sell his chicken recipe before he found a buyer interested in his 11 herbs and spices. Seven years later, at the age of 75, Colonel Sanders sold his fried chicken company for a finger-lickin' \$15 million!

Albert Einstein did not speak until he was four years old and didn't read until he was seven. His teacher described him as "mentally slow, unsociable and adrift forever in his foolish dreams." He was expelled and refused admittance to Zurich Polytechnic School. The University of Bern turned down his Ph.D. dissertation as being irrelevant and fanciful.

The movie **Star Wars** was rejected by every movie studio in Hollywood before 20th-Century Fox finally produced it. It went on to be one of the largest grossing movies in film history.

After **Fred Astaire**'s first screen test, the memo from the testing director of MGM, dated 1933, said, "Can't act! Slightly bald! Can dance a little!" Astaire kept that memo over the fireplace in his Beverly Hills home.

Babe Ruth, considered by sports historians to be the greatest athlete of all time and famous for setting the home run record, also holds the record for strikeouts.

In 1954, Jimmy Denny, manager of the Grand Ole Opry, fired **Elvis Presley** after one performance. He told Presley, "You ain't goin' nowhere... son. You ought to go back to drivin' a truck." Elvis Presley went on to become the most popular singer in America.

Dr. Seuss' first children's book, *And to Think That I Saw it on Mulberry Street*, was rejected by twenty-seven publishers. The twenty-eighth publisher, Vanguard press, sold six million copies of the book.

And the granddaddy of all "failures"... **Abraham Lincoln**

When he was 22, he failed in business. When he was 23, he ran for the legislature and lost. When he was 24, he failed in business again. The following year he was elected to the legislature. When he was 26, his sweetheart died. At the age of 27, he had a nervous breakdown. When he was 29, he was defeated for the post of Speaker of the House in the State Legislature. When he was 31, he was defeated as Elector. When he was 34, he ran for Congress and lost. At the age of 37, he ran for Congress and finally won. Two years later, he ran again and lost his seat in Congress. At the age of 46, he ran for the U.S. Senate and lost. The following year he ran for Vice President and lost that, too. He ran for the Senate again, and again lost. Finally, at the age of 51, he was elected President of the United States.

Humor (the Secret)



This is an old favorite, attributed to several different artists, but it exemplifies the idea of “Fighting to the End”

NEVER,
BUT
NEVER,
GIVE
UP.





FEAR

UNTIL YOU HAVE THE COURAGE TO LOSE SIGHT OF THE SHORE,
YOU WILL NOT KNOW THE TERROR OF BEING FOREVER LOST AT SEA.

www.despair.com

www.despair.com is good for a laugh for those of you who don't get inspired by the traditional "motivational tools."

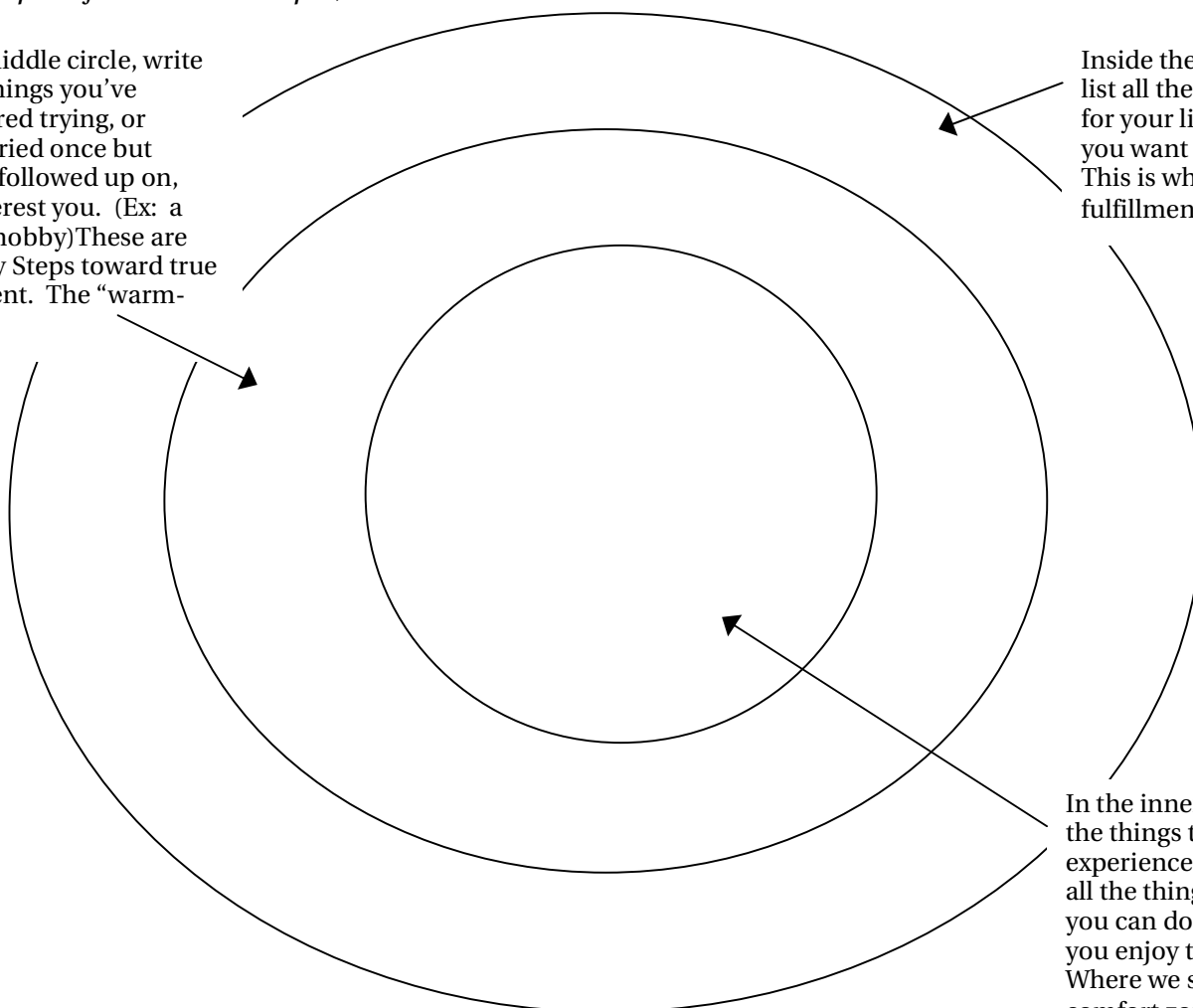


Activities: Circle of Possibilities

Adapted from "Real Simple," Oct. 2006

In the middle circle, write all the things you've considered trying, or maybe tried once but haven't followed up on, that interest you. (Ex: a class, a hobby) These are the Baby Steps toward true fulfillment. The "warm-up"

Inside the outer circle, list all the possibilities for your life. Everything you want to see, do, be. This is where your true fulfillment lies. Scary!



In the inner circle, list all the things that you've experienced in your life, all the things you know you can do, all the things you enjoy to do regularly. Where we stay; our comfort zone

Warm-Up List:

Use these "starter verbs" to begin to take those baby steps toward "True fulfillment"

- Try _____
- See _____
- Do _____
- Taste _____
- Listen to _____
- Visit _____
- Start _____
- Stop _____
- Organize _____
- Read _____
- Play _____
- Learn _____



Activities: Why Now? Why Not?

Think of one “Holy Cow!” idea that you have wanted to learn, try, or do. List it below:

In the column below, list all the reasons why NOW is the right time for this “Holy Cow!” idea	In the column below, list all the reasons why now is NOT the right time for this “Holy Cow!” idea
If you have more items in the column above than in the “Why Not?” column, in the space below complete a “Then, HOW?” list... how will you make this happen now?	If you have more items in the column above than in the “Why Now?” column, in the space below complete a “Then, WHEN?” by identifying when you will re-visit this “Holy Cow!” idea

Activities: Life Quadrants



<p>How I imagined my life when I was a child...</p>	<p>How my life was five years ago...</p>
<p>How my life is now...</p>	<p>How I envision myself in 5 years...</p>
<p>How I envision my life when I look back at the end...</p>	<p>In my wildest dreams...</p>



Activities: Passions

from *The Other 90%: How to Unlock Your Vast Untapped Potential for Leadership and Life*
by Robert K. Cooper

Write down five of your top passions.

What do you love enough to do for free? What gives you so much enjoyment that you yearn to do more of it? What were your childhood dreams? What did you get a kick out of doing—even if you weren't great at it? What brings the biggest grin to your face? What puts a sparkle in your eye? What gives you goosebumps?

1.

2.

3.

4.

5.



Activities: What If?

List all of your “What If?” fears in the spaces below...

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

What if... _____

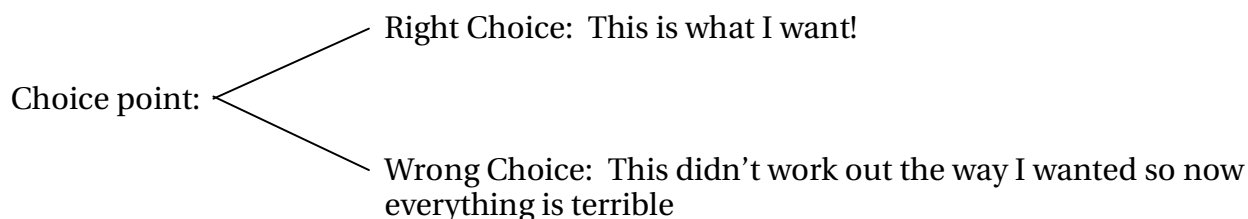
What’s the worst thing that could happen?



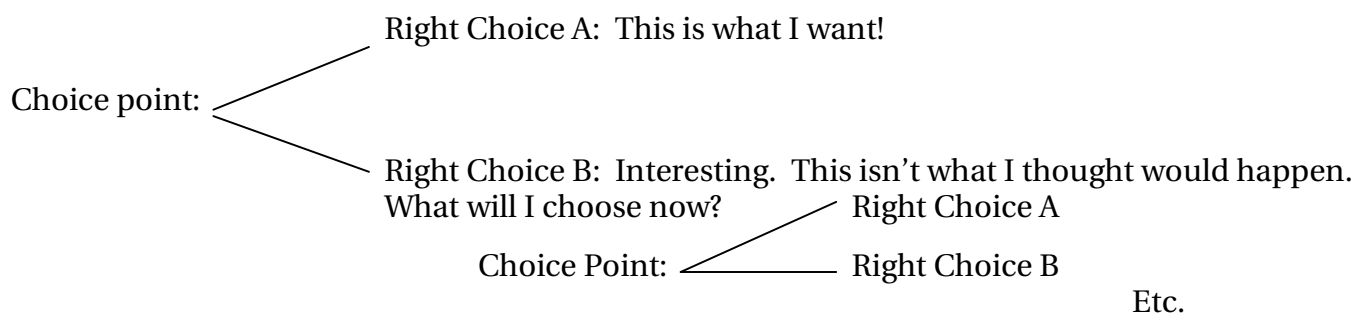
Right Choice, Right Choice

Adapted from *Feel the Fear and Do It Anyway*, by Susan Jeffers

No win model:



No-Lose Model:



In the “No-Lose” Model, you understand that the path to each choice is filled with opportunities, despite the outcome. And, if it turns out that the path you take is not working for you, there are always a new set of choices for you to pursue.

Reminder: The knowledge that you can handle anything that comes your way is the key to allowing yourself to take risks.

FOOD FOR THOUGHT: You're not a failure if you don't make it—you're a success because you try. All you have to do to change your world is change the way you think about it.

Remember...





Quotes

Don't be afraid to go on a wild goose chase. That's what wild geese are for. *unknown*

Be bold, and mighty forces will come to your aid. *Goethe*

Bite off more than you can chew, then chew it. *Etta James*

I believe anybody who is not afraid to fail is a winner. *Joe Torre*

Life is uncertain. Eat dessert first. *Unknown*

The big question is whether you are going to say a hearty "YES!" to your adventure. *Joseph Campbell*

Courage is more exhilarating than fear, and in the long run it is easier. *Eleanor Roosevelt*

If you hear a voice within you say 'you cannot paint,' then by all means paint, and that voice will be silenced. *Vincent Van Gogh*

When in doubt, make a fool of yourself. There is a microscopically thin line between being brilliantly creative and acting like the most gigantic idiot on earth. So what the hell, leap! *Cynthia Heimel*

First you jump off the cliff and you build your wings on the way down. *Ray Bradbury*

Life loves to be taken by the lapel and told: 'I am with you kid. Let's go. *Maya Angelou*

There are spaces between our fingers so that another person's fingers can fill them in. *unknown*

You are only given a little spark of madness. You mustn't lose it. *Robin Williams*

When one door closes; another opens. But we often look so regretfully upon the closed door that we don't see the one that has opened for us. *Alexander Graham Bell*

We are all failures—at least, the best of us are. *J.M. Barrie*

First they ignore you; then they laugh at you; then they fight you; then you win. *Gandhi*

Don't be too timid and squeamish about your actions. All life is an experiment. The more experiments you make, the better. *Ralph Waldo Emerson*

In everyone's life, at some time, our inner fire goes out. It is then burst into flame by an encounter with another human being. We should all be thankful for those people who rekindle the inner spirit. *Albert Schweitzer*

For more information about
The Leadership Program, contact:

Blonka Winkfield, Senior Director of Development

blonka@theleadershipprogram.com

212-625-8001 (phone)

212-625-8020 (fax)

www.theleadershipprogram.com

