

Windows On Your World™ (WOW)

**Open Up Windows of Opportunity and Reach Out to Greater Horizons
in Your Professional and Organizational Worlds
with Our WOW Assessment & Coaching Program for Business Leaders**

Whether you are an executive, manager or entrepreneur, every company leader wants to walk the road to professional and organizational success. However, you may occasionally need assistance to see clearer horizons, to be more certain of your desired destinations, and to find the best trajectories to get where you want to go—while overcoming the inevitable bumps and barriers along the way.

As you travel your road to success, there are at least four “Windows on Your World™,” that you can look through and work to create opportunity for yourself: *Your Personal Self*, *Your Professional Career*, *Your Work Position* and *Your Organizational Partnerships*. If you take notice and carefully look through each window, you might see a horizon in the distance, a possible path to follow, and where to place your next steps.

However, sometimes your time is short and there is seemingly a long way to travel. You might be conflicted about where to focus your attention, or unsure about where to take your next steps. Rather than determining the best route on your own, risking a mistaken direction or a prolonged passage, you might enlist support from a knowledgeable guide who might know a better way. They could save you much time and effort, or they might help you avoid unnecessary hardship as you make your way along a difficult path. When you sense that something is missing or not quite right, consider a professional pilot or guide to help you get more easily to your desired destination.

With Business Wisdom’s guidance and coaching, you obtain a process that will help you discover clearer horizons, more certain destinations, better paths to get to where you want to go, and sound next steps to take in your personal, professional and organizational world. We can advise and coach you to get to where you want to go as a business or organization leader through our 5 I’s:

1. **Information-gathering** – assess where you currently are and truly desire to be
2. **Insight** – understand yourself and your situation from enlightening perspectives
3. **Inspiration** – build the desire, strength and energy that propel you forward, while purging the limiting patterns and beliefs that hold you back
4. **Initiatives** – define your ultimate destination and your best strategies to get there, leveraging your unique gifts and best talents/resources
5. **Implementation** – execute with courage, conviction, coordination and collaboration

Business Wisdom will then assist you to reassess and review your progress, distilling greater understanding and making necessary adjustments in the most relevant Windows on Your World.

Contact Harvy, President of Business Wisdom, at 781-862-3983 or Harvy@Business-Wisdom.com for a 30-minute no-obligation conversation. You can then determine if our guidance can support you on *your path to be your best and to accomplish your purpose*.



Windows On Your World™

Open Up Windows of Opportunity and Reach Out to Greater Horizons in Your Professional and Organizational Worlds

By Harvy Simkovits, CMC

As an organizational leader (executive, manager or entrepreneur), do you ever wonder about the **profound and lasting mark you want to make in your world or the legacy you want to leave behind?** Perhaps you are not fully satisfied with aspects of your personal, professional or business life, being concerned about not having your act totally together, or maybe seeing others doing better or achieving more than you. Maybe you are doing well enough now, yet wondering **if and how you should ratchet up your performance** another notch. Here is a way to look through four important windows in your professional and organizational world. With this understanding, you can make some better moves to open up, see through, and get through your windows; therefore, achieving greater personal, professional, positional and partnership success.

Window #1: Your Personal Self

What most of us seek from our personal self is to feel both **potent** (demonstrating our ability to impact the world around us) and **fulfilled** (living our values and accomplishing our purpose). When this window is open and clear, it allows us to be **fully present, engaged and focused** on endeavors that work to serve us and others well. Consider the following to advance your success with your *Personal Self*:

- Identify your **top experiences** (those you have enjoyed and relish) **and personal dreams** (meaningful experiences you still want to create for yourself). Decide what it would take to sprinkle more of these top experiences into your life, or to realize those important dreams.
- Become aware of your **key influencers** (individuals or defining moments that have had a profound impact on the person you are and working to become). Continue to reflect and draw on these to bring forth greater inner wisdom and strength in you.
- Discover and clarify a deep understanding of your **core values** (what is important to you) **and life purpose** (why are you here in this world), from which your passion and energy can rise.
- Choose worthwhile **personal goals** that manifest those identified values and purpose.
- Continually find and engage your **personal power, perspective, passion and compassion** to move yourself and others forward.

Having clarity and certainty about your *Personal Self* can generate **energy and vitality** towards your *Professional Career*, the next window on your world.

Window #2: Your Professional Career

What most of us seek through our career window is to make **professional progress**, sensing that we are advancing to **higher levels of capability and capacity**. When this window is open and clear, there comes a **sense of connection to the world as well as satisfaction with ourselves** for the heights we have attained. Consider the following to support your success in your *Professional Career*:

- Be aware of your **unique talents, gifts and capabilities** and their value to the world.
- Look for meaningful patterns or an underlying basis in your **career progression** to create opportunities for future positions that serve both you and others well.
- Know your **personal style preferences** (your favored patterns of interacting with and being in the world) so that you can locate or design jobs that better fit you.
- Choose worthwhile **career goals** that take all the above into account.
- Seek **career input/feedback** from trusted mentors, colleagues or advisors.



Having clarity and certainty about your *Professional Career* can bring you to a high level of **focus and commitment** in your current *Work Position*, the next window on your world.

Window #3: Your Work Position

What most of us seek through our job position window is to **have meaningful pursuits** in our current work efforts as well as to **attain a high level of job performance**. Success here will yield **personal recognition and organizational advancement**, which also works to reinforce our *Professional Career* direction and decisions. To better support your success in your *Work Position*:

- Have a clear understanding of your **work roles and responsibilities**, and how your job success will be measured and rewarded.
- Have a clear appreciation of your **job stakeholders** (those that depend on you and those you depend on for work success). Effectively learn to negotiate the demands and expectations you have of each other, as well as the deliverables you need to provide each other.
- Choose highly contributing **work goals** that support success for all important stakeholders, including yourself.
- **Obtain job feedback** from colleagues so that you can gauge your success as well as adjust your goals and actions accordingly.

Having solid information and perspectives in your *Work Position* will then allow you to **participate and contribute at a higher level** in your *Organizational Partnerships*, the last window on your world.

Window #4: Your Organizational Partnerships

What most of us seek from the organizations or teams in which we are involved is to feel that we are a **part of meaningful or purposeful partnerships** that can lead to achieving **greater productivity and prosperity** for all involved. Success here would then provide greater resources and room for one to act and grow within one's *Work Position*. To better support your success in your *Organizational Partnerships*:

- Develop a clear **map of your organizational world** and a compelling **vision of what is possible** in your team or organization. That vision also needs to be grounded in the collective reality of your organizational situation; otherwise, no one else will see it.
- Build your **one-on-one influence and team leadership/alignment capabilities** so that you can move others towards what really matters most in your collective realm.
- Always work to **be your ultimate best** and to **bring forth the best in others** around you.
- **Give and seek appropriate peer and customer input/feedback** to generate continual self-improvement and heightened team performance.

Now, which one of these windows is fully open and clear to you? Which ones still seem to be closed or hard to see through? Understand that all these windows on your world are mutually reinforcing; you cannot just focus on one without impacting others. However, **knowing where to start and where to go from there is half the battle to creating more opportunity, fulfillment and success in your worlds**. Also, knowing how to best leverage yourself (your energy and attention in your *Personal Self* window, your capabilities in your *Professional Career* window, your time and space in your *Work Position* window, and your relationships in your *Organizational Partnership* window) is important in order to get the largest return on how you use yourself in your various worlds.

Harvy Simkovits, CMC, President of Business Wisdom, works with business leaders (executives, managers and entrepreneurs) who want to be their best and succeed more in business. He can be reached at 781-862-3983 or [by e-mail](mailto:harvy@business-wisdom.com).

Business Wisdom

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Why Business Wisdom?

Why are we here?

We enlighten and empower company leaders to achieve greater success in their meaningful professional pursuits and responsible organizational ventures.

What are we good at?

We offer simple and profound insight, inspiration and initiatives that generate greater organizational prosperity, team productivity and personal fulfillment. We also provide many approaches, tools and perspectives that will support your ongoing success.

What is our value to you?

We continually work with our clients to open up new windows of opportunity for them as well as support them to reach out to bigger, better horizons in their personal self, professional career, work position and organizational partnerships.

Why choose us?

Our 25 years of proven performance in executive coaching, organization development, company management and business strategy gives us the **Business Wisdom** to guide and support any leader along their path to both superior achievement in their world and greater fulfillment within themselves.

How to contact us?

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