

CREATING AN ATMOSPHERE
OF MOMENTUM

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01

HAVE A HIGH BELIEF IN PEOPLE BASED ON WHAT THEY CAN BECOME
IF THEY HAVE PROVEN THEMSELVES
THEY ALREADY HAVE MOMENTUM.

HAVE A HIGH EXPECTANCY OF GOOD THINGS

02

03

A VISION WORTH FOLLOWING CREATES MOMENTUM

PUT WINS UNDER PEOPLE'S BELT

FORFEIT YOUR OWN WIN FOR ANOTHER PERSON'S WIN.

04

05

REMOVE THE FEAR OF FAILURE
TELL SOMEONE ELSE THAT YOU FAIL
THIS TAKES THE STING OUT OF FAILURE

4 TYPES OF PEOPLE IN AN ORGANIZATION

1

MOMENTUM BREAKERS

They do things that stunt momentum.

2

MOMENTUM TAKERS

They slowly drain the momentum of others.

3

MOMENTUM FAKERS

They try to stage momentum

4

MOMENTUM MAKERS

They say and do things that make momentum happen.
They have great passion.
They show a sense of gratitude

BUILDING MOMENTUM

1

MOMENTUM is a series of successful endings not beginnings. Excitement happens at the beginning. MOMENTUM builds at the end

2

MOMENTUM sneaks up on you. One day you look around and say, Wow! We're going places. Excitement flares up; MOMENTUM builds up

3

Every win is one step toward MOMENTUM. If you can't define the win, You can't achieve MOMENTUM

4

Reach big wins through a series of small wins. Successful leaders build Small wins into big initiatives.

5

MOMENTUM begins with successful endings, but requires next steps. MOMENTUM cools when you stop moving forward.

MOMENTUM BUSTERS

1

DEVALUING SMALL CONTRIBUTIONS.

2

TALKING PROBLEMS MORE THAN PROGRESS

3

SEPARATING DELIVERABLES FROM PEOPLE.
PEOPLE, NOT PROCESSES, GET THINGS DONE

4

FOCUSING ON WEAKNESS RATHER THAN STRENGTH

5

CONTROLLING RATHER THAN RELEASING.
WHEN PEOPLE ASK PERMISSION THEY LOSE MOMENTUM



HOW TO TRACK YOUR MOMENTUM

1

EXPONENTIAL GROWTH (HOW MANY NEW PEOPLE ARE YOU ADDING?)

2

VOLUNTEERS ARE ENGAGED

3

MAJORITY OF TIME IS LOOKING AHEAD INSTEAD OF IN THE PAST

4

OBSTACLES DON'T STOP PROGRESS

5

ALL TEAM MEMBERS ARE OWNERS OF THEIR ENVIRONMENT

EVERYONE WANTS TO BE ON THE TEAM

6

SUCCESS STORIES ARE THE NORM

7

EVERYONE WANTS TO BE LIKE YOU

8

THERE IS RELENTLESS PURSUIT OF THE END USER

9

YOU ARE KNOWN FOR BEING A PIONEER IN YOUR AREA

10



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