

"Your material will change our organization in a positive way more than anything else we have done"
G. C. General Manager

Drew Laughlin's *ACCOUNTABILITY* STRATEGIES

"Succeeding within the Box!"

Special Report

"10 Critical Accountability Mistakes and How to Avoid Them."

You want to be more productive? Be accountable!

When you think of personal accountability; people that need to be accountable for their actions, how many "other" people do you think about?

Aren't we bad! It's "Personal Accountability" not "That person's accountability."

Your goal today is to relate to the following material and discover how you can focus on yourself and develop personal accountability skills that will increase your productivity.

Individuals who are accountable do not make the following mistakes:

1. Place Blame

"It wasn't my fault that department didn't get the project done." Wow! Have you ever heard a statement like that? Better yet, have you said something like that?

There is no place for blame in any organization or home for that matter. Take the high road. Don't place blame. Instead, look in the mirror

and ask yourself, "What can I do to help us move forward?"

2. Complain

"Why doesn't someone help me?" "Can you believe they did that? I never would've done that."

When we complain we bring ourselves to a stand still. Meaning we get nothing done! We would rather be miserable and complain than be productive.

Next time you want to complain about something, stop. Bite your tongue and ask yourself, "How can I make a positive impact to this situation?"

3. Procrastinate

Procrastination is the death of productivity. When we put "to-dos" off things build up and pretty soon we're overwhelmed! And then things really don't get done.

Continue to prioritize your activities. And do not move on to the next item until the higher priority item is complete. It's a simple formula. That's why it works.

4. No "Humility"

John Miller says, "Humility is the Cornerstone of Leadership." It's difficult to have humility when we are always seeking recognition for doing our job. I agree. It is nice to be recognized but to have true accountability and be a leader, be humble. It's hard sometime but it is



AchieveNational is a leading authority in corporate training specializing in Sales, Marketing, and the QBO! Personal Accountability training system.

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very fulfilling.

5. Victim Thinking

“Why is this happening to me?” Playing the victim is a serious trap that we must avoid at all costs. Things happen beyond our control. Almost all the time that’s what we worry and “stress” about. Don’t! Control what you can control, your decisions and reactions.

6. Entitlement Thinking

“Why did they give her the promotion? I’ve been here longer.” When we are entitled we serve no one. Just because you’ve been with a company for a while or have a nice title does not entitle you to a thing.

Performance is the only judge. Ask yourself, “What can I do to improve my performance?” on a daily basis and watch your career soar!

7. Negative Self-Talk

Negative attitudes are killers. The reason they are so destructive is that they don’t affect just one person.

A negative person will ultimately affect everyone around them and it is a vicious cycle to get out of.

Be positive. Ask, “How can I make a difference?”

8. We/They and Us vs. Them

Companies large and small can play this game. “We didn’t know we couldn’t sell this because operations never told us.” Or, “How were we supposed to know, accounting never got back to us.”

The “We/They” game is detrimental. Unfortunately this game can become ingrained into a corporate culture.

However, YOU don’t have to play this game. Continually ask yourself, “How can I help that

department meet their goals?”

9. Not Taking Ownership

Do you have a job or a career? Most people answer, “Job.” I feel sorry for those individuals because they continually set themselves up for failure.

You must take ownership in your role and position to be truly fulfilled and challenged. As well as a true asset to your organization performance why.

How do you take ownership? You CHOOSE to. Decide right now that “you own this role and position.” Now act in accordance with your words and treat your role as if it were your own company.

10. Asking “IQs”

IQs stand for “Incorrect Questions.” We heard some today. Don’t ask IQs. They’re easy to identify. They “feel” wrong. You know when you’re asking an IQ.

Reverse it and ask a “QBO.” A Question Behind the Question to allow you to achieve excellence by practicing personal accountability.

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