

Blog Summaries: 7 by 7

7 by 7 (1): Parenting

1. Model the behaviours you are seeking. *Less tell, more show.*
2. Catch them doing things right. *Reinforce the best behaviours.*
3. Start with the relationship you wish to end up with. *If you want it to be an adult-to-adult one, start it that way.*
4. Remember: the world has moved on. *It's not just your world, it's their world, too.*
5. Maintain core rituals. *A family meal, for example.*
6. Do 1-to-1s. *Spend time on a 1 to 1 basis, frequently.*
7. Love them unconditionally. *Ensure whatever happens, your children know that you love them.*

7 by 7 (2): Wellness

1. Wellness does not necessarily equal fitness. *You can be very fit, but not always well.*
2. Wellness is about balance. *M-E-D-S is a simple such strategy.*
3. M is meditation. *Take a bit of time out. Just to think.*
4. E is exercise. *Walk every day. Walk more. Take the stairs.*
5. D is diet. *Reduce the rubbish; increase the nutritious.*
6. S is sleep. *Get rid of sleep debt.*
7. Remember Pareto, the 20/80 rule. Do a little; achieve a lot. *Take a walk and establish a pattern rather than go to the gym and hate it.*

7 by 7 (3): Productivity

1. Productivity is both top-down (what's it all about?) and bottom-up (not forgetting stuff). *Most systems polarise to one extreme or other and practitioners then spend their days frustrated with the missing bits.*
2. You need to connect **what** with **when**. *That's all.*
3. **What** is short-term+long-term; have to do+want to do; home+work. *That's all.*
4. **When** is your diary or calendar. *That's all.*
5. Review daily and schedule **what** into **when**. *That's all.*
6. Have 1 **what** document and 1 **when** document. *Yes, it's that easy.*
7. **Start** it now.

7 by 7 (4): Presenting

1. State: your state is their state. *You want them to be energised? Then be energised.*
2. Space: remove barriers to communication. *Get out from behind the podium or your lap-top.*
3. Story: stories are memorable. *Tell a story which makes the point*
4. Structure: start-middle-end. *Tell them what you are going to tell them. Tell them. Tell them what you have told them.*
5. Spikes: peaks of attention e.g. a question. *Plan a selection of spikes.*
6. Storyboard: you are a film director. *Where's your car chase? Your sex scene?*
7. Slides: finally. Do you need them? *Yes, perhaps for a graph. But not for your script.*



7 by 7 (5): Money Management

1. Save, then spend.
2. Salary does not equal wealth. Usually as we earn more we spend more.
Calculate your personal balance sheet.
3. Chase quality of life, not standard of living. *The former is what most of us actually want.*
4. Financial independence is powerful and is easy. *If given some attention.*
5. You'll live a long time thanks to increases in longevity. *How will you fund it?*
6. Keep records. *In and out.*
7. Start.

7 by 7 (6): Selling

1. Sell reasons to act. *What's in it for the customer?*
2. Talk about them more. *And less about you.*
3. Any objection gives you your next objective.
4. Close to get feed-back. *How else will you know how you are doing?*
5. Ask for the business.
6. Ask for the business. *Yes, do it again.*
7. Deserve the business. *If you do, you will get it.*

7 by 7 (7): Leadership

1. Start with you. *You must be able to lead yourself before you can lead others.*
2. Model the behaviours you want. *If you want people to listen more: listen more.*
3. Leadership is top-down + bottom-up. *Great leaders address both.*
4. Top-down is providing an inspiring and relevant vision: where you will take them.
5. Bottom-up is day-to-day stuff such as relevant team meetings etc.
6. Assess your team in terms of skill set+ attitude. *Help them develop both.*
7. Ask 'who can replace me?'. *And help them do it.*

