

SUCCESSFUL ON THE OUTSIDE



Why Character Determines Your True Capacity

CAREY NIEUWHOF

#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

WHAT TAKES OUT LEADERS?



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

WHAT TAKES OUT LEADERS?

Often it's not skill, talent, or ability.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

WHAT TAKES OUT LEADERS?

Selling your soul starts...subtly.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

WHAT TAKES OUT LEADERS?

A thousand little compromises leave you compromised.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE

My initial formula:

Competency = Capacity



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE

My initial formula:

~~Competency~~ = Capacity



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE

The real formula:

Character = Capacity



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE

Character, not competency determines capacity.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE

Competency gets you in the room.

Character keeps you in the room.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE

So how do you compromise your character?



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW COMPROMISE STARTS



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW COMPROMISE STARTS

There's a growing gap between your public walk and private talk.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW COMPROMISE STARTS

You're hiding things.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW COMPROMISE STARTS

You fail to follow through on what you've said.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW COMPROMISE STARTS

You justify your bad actions and decisions.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW COMPROMISE STARTS

Your life has become all about you.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW DO YOU AVOID IT?



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW DO YOU AVOID IT?

Nobody ever pays you to fix your character.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

HOW DO YOU AVOID IT?

Nobody ever pays you to fix your character.
They just fire you if you don't.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

THE ANTIDOTE



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

THE ANTIDOTE

Work twice as hard on your character as you do on your competency.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

THREE HABITS

1. Take responsibility.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

THREE HABITS

You can change jobs, careers, cities and even spouses.

But none of that changes you.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

THREE HABITS

2. Make your talk match your walk.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

THREE HABITS

Humble your talk.

Accelerate your walk.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

THREE HABITS

3. Put yourself first when it comes to personal growth.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

THREE HABITS

Live in a way that people closest to you
become the people most grateful for you.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE

Competency gets you in the room.

Character keeps you in the room.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

COMPROMISE

Character, not competency, determines capacity.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

FREE DOWNLOAD

Text CALENDAR to 345-345

Free download of The High Impact Leader
fixed calendar template

AND

3 free-training videos on how to thrive in life
and leadership.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM



LEARN MORE

www.DidntSeeltComingBook.com
to get your copy.



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM

Table Questions

1. What signs of compromise resonate most?
2. Where is your current trajectory heading?
3. What would your future self tell you to do about it today?



#DIDNTSEEITCOMING
DIDNTSEEITCOMINGBOOK.COM