FOCUS3

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- Based in Columbus, Ohio
- Businesses, Schools, Athletic Teams
- Leadership, Culture, Behavior

Derek Avera

E: Derek@Focus3.com

M: 214-433-0014

¥: @F3Derek

The Performance Pathway



What is culture? And culture is whose responsibility?

- What you believe
- How you behave
- The experience you deliver to others

If you get culture right, nothing can stop you.

If you get it wrong, nothing can help you.

Culture is not built by what you proclaim.

It's built by what you practice, promote, and permit.

Organization

Team

Your 20 Square Feet

Elite = the best version of you

How does one become elite?

Better today than yesterday; better tomorrow than today

• Intentional • On-purpose • Skillful

DEFAULT

- Impulsive
- On-autopilot
- Resistant

Discipline-driven people do what's effective, even though it's uncomfortable.

Default-driven people do what's comfortable, even though it's ineffective.



Today I get to...

- Act with purpose
- Serve people
- Solve problems
- Bring energy

Event + Response = Outcome

FACTOR MINDSET

FACTOR DISCIPLINES

CLARITY

ENERGY

ACTION

FLEXIBILITY

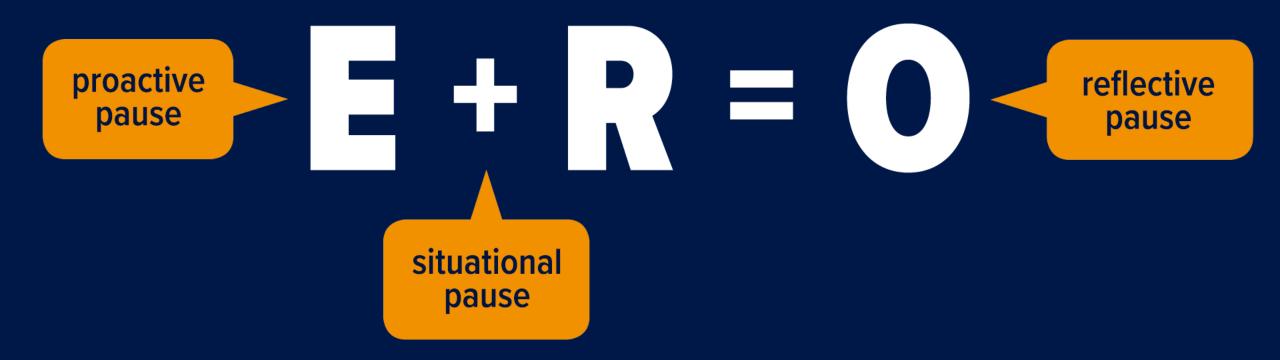
IMPACT

GROWTH



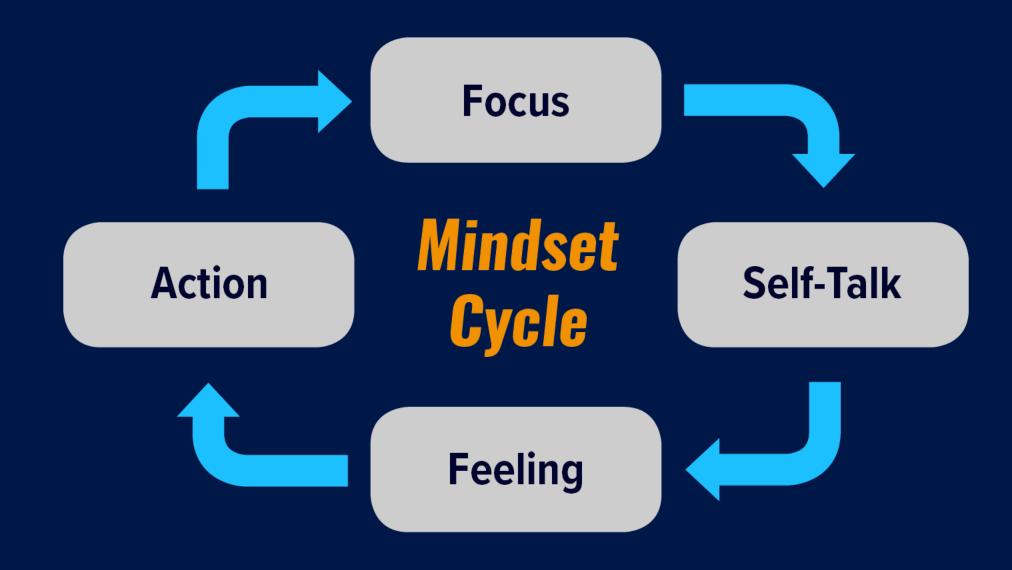
R:1 Press Pause

Three Pause Points





R:2 Get Your Mind Right





R:3 Step Up



Step Up Now:

Win the Moment



Step Up to Adversity:

Be Resilient



R:4 Adjust & Adapt



When change happens:



Respond with discipline



React on default



R:5 Make a Difference



Your Ris an Efor others.

Your R is often deeply personal, but rarely private.

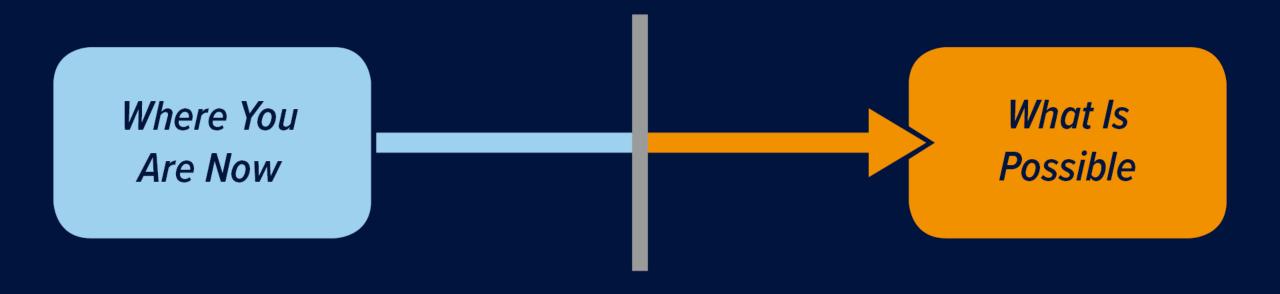


R:6 Build Skill

The process of building skill is



The Edge



Robert Onstead

Co-Founder & CEO Randalls Food Markets Houston, Texas

1931-2004



"We're not gonna let the way other people treat us affect the way we treat other people."

In 2023, we don't get to choose the events that occur, but we do get to choose how we respond.

Wishing you an awesome year from Focus 3!

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