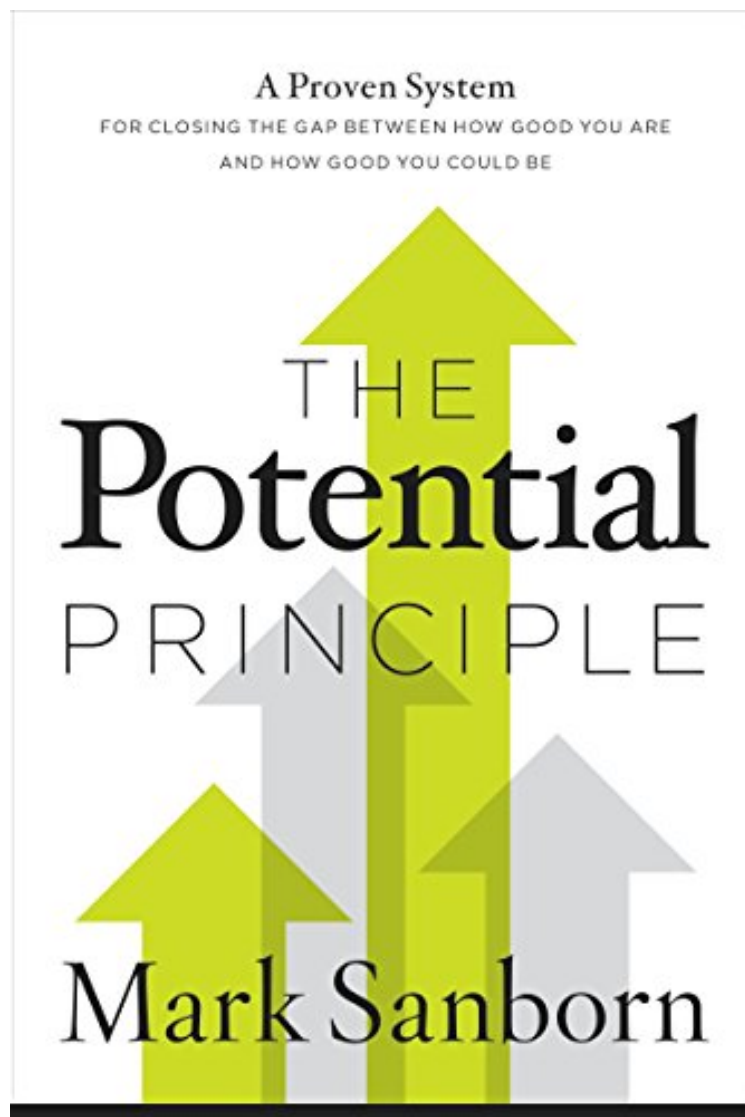


(Pdf free) The Potential Principle: A Proven System for Closing the Gap Between How Good You Are and How Good You Could Be

The Potential Principle: A Proven System for Closing the Gap Between How Good You Are and How Good You Could Be

Mark Sanborn

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Mark Sanborn : The Potential Principle: A Proven System for Closing the Gap Between How Good You Are and How Good You Could Be before purchasing it in order to gage whether or not it would be worth my time, and all praised The Potential Principle: A Proven System for Closing the Gap Between How Good You Are and How Good You Could Be:

4 of 4 people found the following review helpful. Your Potential Is More Than You Think - This Book Will Help You

Reach For It By Eleanor Biddulph What is your potential? Do you really know how good you could be? Or, do you limit yourself because your vision of what's possible is limited by what you know to be true? In The Potential Principle, leadership expert and best-selling author Mark Sanborn shares a strategy to help readers expand their vision for themselves, both professionally and personally, extending their potential forward from where they think it might be. "This book is about unlocking your imagination to pursue more of your potential. And when you do that, your best just keeps getting better." -page 10 Sanborn introduces readers to the "Potential Matrix," a diagram divided by a vertical and horizontal continuum which then creates four quadrants named "Performing, Learning, Thinking, and Reflecting." Through natural identification of strengths, readers also realize the opposite; their areas of greatest opportunity. That is where the most growth can happen. By continually leveraging strengths and pursuing growth opportunities, each of us can push our potential to new heights. The next focus in the book is how breakthrough improvement happens: by "disrupting yourself, (re)focusing, engaging others and expanding your capacity." Sanborn provides how-to tactics and specific growth tasks to consider for each of the four actions. The book wraps up with a chapter titled "What matters," in which Sanborn challenges us to really think about what really matters in life and challenges us to work and grow in those areas. If you enjoy personal development and self-reflection, you will like this book. I think Sanborn does a great job explaining his key points through instruction and related story-telling. Each chapter also includes a short passage written by individuals who have enjoyed success in the chapter topic area. My only critique is that the overall high level explanation of The Potential Principle at the beginning of the book was challenging to understand at first read, even at second read. It may have been better to understand each quadrant individually and then learn how they all fit together. But, that's just me. If you happen to find yourself in the same boat, just stick with it and then go back to reread Chapter One after finishing the rest. For me, that made a lot of sense.

3 of 3 people found the following review helpful. Another Winner From Author of The Best-Selling "Fred Factor" By Mark D. Jones My long-awaited copy of The Potential Principle book finally arrived and I devoured it in a single day! I read a lot of books and rarely go to the trouble of posting reviews unless they are remarkable (bad or good). This is the book you've been waiting for to finally achieve your potential. Building on his string of best-sellers (Fred Factor, You Don't Need A Title To Be A Leader, etc.), Mark Sanborn has done it again. Disrupting what is holding you back in your routine life is a central theme and this book shows you how. Lots of practical action tools and examples from notable professionals at the end of each chapter make it easy to grasp and begin implementing. Sanborn's Potential Matrix captures the dynamics of your internal/external life and as well as the impact of initiating and responding to issues. These combine to form a fantastic tool that can easily be used to make sense of what is holding you back and provide a way forward in your real world. Among the many "Path to Improvement" jewels are details about how to: Escalate your performance; Making the "impossible" possible; Leverage learning; New insights = New opportunities; Think more strategically; What are others missing? Create more valuable insights; What to do to start on the right path. In addition, you'll find a wealth of pragmatic tools on how to specifically improve, such as how to: Disrupt yourself; Or someone/something else will; Refocus to kill distractions; Stop the time-sucking interruptions to your success; Increase your capacity; Growing your ability to grow; Engage what matters most; Prioritizing for your highest potential results. Sanborn even includes a step-by-step questionnaire to walk you through the process. This book is a winner at making you a winner! The Potential Principle is highly recommended. I've already shared with my friends and family on my social media. The earlier you grab a copy of this book and implement the simple steps, the faster you will achieve your potential. Kudos to Mark Sanborn for sharing these valuable insights in another easy to read book!

2 of 2 people found the following review helpful. A book on how bringing out the best in you is possible. By kratzy Do you ever feel that your job or your supervisor is holding you back? That, if given the right circumstances, you could be and do so much more than you are presently able to achieve? If this may apply to you, I highly recommend this book. In The Potential Principle Mark Sanborn touches on the subject to maxing out your possibilities. Giving as much as you can during your life and not leaving a bunch of what ifs and the best ideas and plans behind. I do believe that the fact that Mark works as a leadership expert helps with him not only noticing untapped potential in people, but also providing a workable solution that you can live without relying on others to enable you. In easy to understand language and clearly organized chapters, Mark Sanborn provides an how to for the reader who strives to up his or her game in life and be more successful at work or life in general. Keys to improving your performance are not just learning, but how to apply and use it to further your career and maxing your performance at work is not just work harder, but working smarter. Working more effectively and efficiently with tools that Mark Sanborn provides to the reader in this book go a long way in ensuring that the lessons from this book can be easily applied and translate in a better and more successful human being. I highly recommend this book to any reader that feels that more is in them, but have a hard time showing to themselves and others. Mark Sanborn's advice can be applied all or just selectively, but will improve your life no matter what by bringing out your potential. Disclaimer: I received a free advance copy of the book in exchange for an honest review. The opinion expressed is solely my own and has not been influenced by any third party.

The ultimate strategy for succeeding in your personal and professional life. Are you living up to your true potential? Do you feel like you haven't more potential? You may be the best in your field—the best athlete, scholar, CEO, parent, mathematician, teacher, or mechanic. But that doesn't mean you can't still be better; you haven't maximized your potential. Leadership expert and international bestselling author of *The Fred Factor* and *You Don't Need a Title to Be a Leader*, Mark Sanborn invites you to get better and close the gap between how good you are and how good you can be. Teaching you to employ Sanborn's uniquely designed *Potential Matrix* to specific areas of your life, *The Potential Principles* provides you with the tools you need to see breakthrough improvement in key areas of your life. One of the most exciting opportunities is right in front of you every day: pursuing your true potential. Yours are on your way. You can make your best second-best. You can be better.

About the Author Mark Sanborn is the New York Times bestselling author of *The Fred Factor*, as well as six other popular books. Mark is president of Sanborn and Associates Inc., an idea studio dedicated to developing leaders in business and in life. He is a noted authority and an in-demand speaker on leadership, customer service, and extraordinary performance. He lives in the Denver area with his wife and two sons. For more information, visit www.MarkSanborn.com. Alan Taylor has won the Pulitzer and Bancroft prizes for his histories of early America. He is the Thomas Jefferson Professor of History at the University of Virginia.