

Finishing Well: 3 Categories of Changes

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Approaching the end of the year puts finishing well at the top of my mind. We're in that critical inch time where momentum is on our side and we must choose to be highly focused, intentional and strategic as we finish 2019 well. Many of my dreams and goals from the beginning of the year can still come into fruition; yours can, too.

Unfortunately, having a "finishing spirit" isn't claimed by everyone. Many are comfortable with stopping short, considering "done" to be at about 80%, and making excuses. Many make the mistake of believing that a mere change on the calendar to January 1st will magically produce more motivation and a renewed sense of passion and commitment. On the contrary, that mindset tends to position people in a perpetual "catch up" mode, where January is used to just get ready to get ready to get ready...doing a lot of busy activity but gaining little traction.

It doesn't have to be that way. I encourage you to be highly aware of stopping too soon and adopt a new life and leadership rhythm during this time of year to re-committing to finishing. How you choose to finish 2019 will have a tremendous impact on your mindset and beginning of 2020.

Seeing things through to 100% is a classic differentiator among those known as finishers. The finishing mentality requires us to be crystal clear about where we're currently at. When things are "up", it's a great and easy space to get into. When things are down, we'd often rather look elsewhere, subconsciously failing to recognize that dismissing reality won't support growth or excellence. Rather, it decreases any ability to move forward.

What are you pretending not to know about where you're at? Having the consistent willingness to make changes is an integral part of choosing to be a finisher. Perhaps what's needed is just a tweak, maybe a pivot, or it could possibly require some intense transformation. Whatever the category, your commitment to it will be a difference maker.

3 DISTINCT CATEGORIES OF CHANGES:

Necessary TWEAKS: These are simple adjustments that refocus on desired outcomes.

Examples:

- Connecting with a coach or mentor when you've gotten off track
- Making a simple change to a line item in your budget
- Re-aligning your actions with your key priorities
- Making simple adjustments to your daily/weekly routine
- Reading a book/listening to a podcast in a specific growth area

You most likely need a tweak when:

- You're struggling to set and keep good habits.
- Creating the margin for intentional growth is no longer a priority.
- The challenges you're facing and having trouble overcoming seem to repeat.
- A tendency to resist inevitable change is really slowing your progress and growth.

Powerful PIVOTS: These are strategic directional shifts that produce more effective outcomes.

Examples:

- Identifying time/energy/money drains and replacing them with productive investments
- Abandoning unhealthy mindsets and leadership philosophies
- Having a structured growth plan and the necessary resources to master new skill sets
- Changing a business model or strategy
- Offering new products and/or services
- Engaging in additional education
- Making non-negotiable diet/exercise choices

You most likely need to pivot when:

- You keep getting the same results.
- The frustration gap between your reality and your potential continues to widen.
- You're bored, lacking passion and/or approaching burn-out.
- Maintenance over multiplication has become your go to.

Ultimate TRANSFORMATIONS: These are significant turn arounds that create completely different outcomes.

Examples:

- Career changes
- Relationship changes
- Restructuring initiatives
- Significant lifestyle adjustments
- Financial habits
- Physical wellness strategies

You most likely need a transformation when:

- The course you're taking is consistently leading toward unwanted results.
- Your core values are being violated.
- The current course of action doesn't allow you to reach your capacity or potential.