

PEOPLE

Are you above or below the line?

Are you a victor or a victim?

BY MARGARET FRY: ACTIONCOACH

AFTER a recent BNI Champions chapter meeting, I received a number of requests to share one of the slides used in my 10-minute presentation on business coaching.

The visual that resonated with many people is given in the graphic above.

In life and in business 'stuff' happens. How we respond to 'the "stuff" is what defines our character and resilience. So factors such as the economy slowing, electricity and fuel costs increasing and numerous other 'obstacles' are having an impact on your business. The question you should be asking yourself is: What can I do about this?

Do you shrug and say 'That's life – there's nothing that can be done'? Or do you say, 'Let's look at ways to save power, find a new business opportunity, develop a new market sector or start a new product line that offers better value to clients'?

The position that you take defines

whether you are a victor or a victim.

Victors live their lives ABOVE the line. They take ownership or their lives; take responsibility for their actions and success. They hold themselves accountable

for mistakes and failures. They ask themselves what can be learned from the experience to ensure improvement and success when they try again. They make things happen. They press the reset button on the situation and start again, from the new or changed reality.

When you take ownership, accountability and responsibility you are a VICTOR because you are the architect of your success. Only you can get in the way of your achievements.

Those who live below the line wallow in excuses. They blame other people and circumstances. They deny responsibility or

COACHING. NOT JUST FOR SPORTS


Are You Above or Below the Line?

Ownership
Accountable
Responsible

VICTOR

Blame
Excuses
Denial

VICTIM



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accountability. We call this living BELOW the line.

Victims live below the line. Victims allow things to happen to them. Victims don't make things happen for them or by them. Victims abdicate responsibility and ownership for their lives. They do not take control of their destiny, success or failure. They sit in the dungeon and wait for their white knight.

Which would you rather be?
Take action now!

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