

Seventeen Gorman

ADVISORS LLC

"Innovation through Collaboration"



Creating Individual and Organizational Excellence via Leadership Development, Management Development, Mentoring, Coaching, Team Building, Skill Building

Achieving Excellence

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Welcome

Welcome to the June issue of "Achieving Excellence" which is inspired by clients and friends of **Seventeen Gorman Advisors**. We enjoy new ways of thinking and new ways of helping you achieve your goals.

Seventeen Gorman Advisors is a consulting practice focused on improving individual and organizational performance through skill building programs and developmental services.

Our approach to problem solving and issue resolution involves client participation at

all points in the process. Above all, we listen to our clients to understand their needs and goals so that the solution we develop together - as true partners - provides a sustainable business advantage.

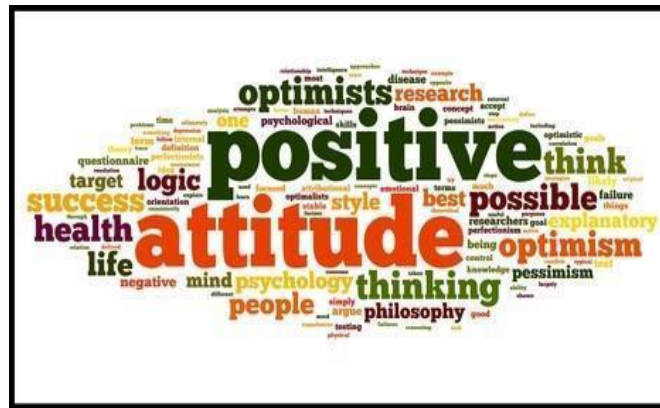
Best Regards,

Jeffrey C. Leventry
Principal

In Your Quest for Excellence

"If you don't like something, change it. If you can't change it, change your attitude."
- Maya Angelou

Do You Have the Right Attitude?



As a Villanova graduate, I have enjoyed following Villanova sports teams for many years, especially basketball. As you can imagine, I was thrilled when the Villanova Basketball Team won the NCAA Championship in 2016. While I realize that the team had great overall talent and many skill players who paved their road to the national title, the trait that made the difference between success and failure throughout the year was attitude. In fact, Coach Jay Wright felt this trait was so critical that, to highlight its importance, he wrote a book called ***Attitude - Develop a Winning Mindset On and Off the Court***. In my experience, having the right attitude is often the key differentiator in the business world and many times separates those who consistently succeed from those who have difficulty advancing in their careers.

What is it?

Merriam Webster defines attitude as a "mental position with regard to a fact or state; a feeling or emotion toward a fact or state". In his book, Jay Wright says "Our attitude sustains us and is the foundation for all that we do - off and on the court". In other words, it pervades our very existence.

The right attitude can be defined as a positive mindset, as well as an asset, that paves the way to success and the fulfillment of our goals and dreams. It is an important character trait that enables us to overcome obstacles and challenges that stand in our way. It also creates a positive impression that others notice, are attracted to, and suggests unlimited potential.

There are many examples of people who possess a positive or winning attitude and have used it to achieve immense success. Tom Brady has used it to win Super Bowls. Steve Jobs used it to remake Apple Computer and lead them back to profitability. Dawn Staley used it to win the womens' college basketball title at South

Carolina earlier this year. Sally Ride used it to become the first American woman in space as a crew member on the space shuttle Challenger.

How do you get it?

I believe our attitude is shaped by our environment, including how we were raised by our parents. For example, my father taught my brothers, sisters and me to persevere, especially in the face of hardship and adversity. This is an attitude that I have used my entire life to overcome roadblocks that stood between me and my goals.

I believe the formulation of a winning attitude is also influenced by those who we respect and admire in our formative years, such as teachers, coaches and others in positions of authority. Our daily experiences also play a part in shaping our attitude, and the attainment of each achievement builds confidence that reinforces the value of a positive attitude.

Finally, surrounding ourselves with positive people impacts our mental attitude and helps support a positive outlook. Experts suggest that positive attitudes are contagious and having a winning mindset makes others more positive. Conversely, associating with people who possess a negative outlook produces negative feelings.

How can the right attitude be beneficial?

In the workplace, those who have a positive attitude are generally more productive and generate better quality work with fewer errors. This is due in part to the fact that they are more focused on their work and accomplishing the performance objectives that are set for them in their role at the firm.

Having the right attitude also enhances interpersonal relationships at work since most of us prefer to deal with people who are positive and optimistic about achieving goals and objectives. A positive attitude also helps employees appreciate each other's skills and competencies, while promoting a sense of teamwork where everyone is united in their effort to accomplish common goals.

As a leader, having a positive mindset promotes confidence and makes it easier (and more likely) that employees will follow the path that you have set for the team, department, division, or firm. It also enhances your reputation among your subordinates so that strategic plans can be executed more efficiently to achieve expected results.

For individual contributors, the right attitude helps you evaluate options that are available as you make decisions that impact your career and the bottom line. It also provides motivation to proactively face business challenges and devise solutions that result in better outcomes.

In conclusion, the importance of the right attitude in the business world (as in life) is undeniable, and I believe it is vital to maintain both a winning and a positive attitude no matter how difficult things become or how steep the challenges we may face.

If you would like to unlock the secret to creating the right attitude, please contact us so we can devise a plan that increases your ability to achieve success.



In my feature article, I stressed how important the right attitude is in the business world and I articulated the benefits that a positive attitude typically yields.

I also stated my belief that having the right attitude is often the key differentiator in the business world and many times separates those who consistently succeed from those who have difficulty advancing in their careers.

Here are my Top 5 Tips for gaining the right attitude so you can start to reap the advantage that this character trait gives you.

Be Proactive

A proactive person determines how they feel and act regardless of what may be taking place in their environment. Conversely, reactive people permit their surroundings and others to influence their actions as well as their demeanor. Make an effort to be proactive and maintain a positive attitude each and every day, despite life's challenges and impediments.

Focus on the Positive

Positive people focus on the good, not the bad, and possess an attitude of excitement and energy. They seek to find the positive in themselves, and others, and live their life accordingly. Make an effort to be positive to motivate your social network to support your activities so you can achieve even higher levels of success in all that you do.

Associate with others who possess a Positive Attitude

A positive attitude is contagious and influences others to formulate a positive outlook, especially when facing adversity. Associating with those who have a "can do" attitude impacts our mental attitude and gives us an ability to face challenges with renewed optimism and enthusiasm. Make a conscious effort to seek others who possess a positive attitude and a proven track record of success.

Visualize Success

Visualizing success (and what success looks and feels like) is a great way to develop and maintain a positive attitude. Persevere toward your goals and objectives by imagining that you will achieve them, together with how that will make you feel. Make an effort to visualize success every day and ask yourself how your

achievements will help you grow and learn from each and every experience.

Use Gratitude to Improve your Attitude

The feeling of gratitude is powerful and enables us to appreciate what life has to offer us. When we find ourselves thinking negatively and focusing on what's lacking in our life we need to change the narrative so we assume an attitude of gratitude. Being grateful for what we have (and what we have achieved) improves our mindset (not to mention our health) and provides the foundation for satisfaction in business and in life.

In conclusion, gaining (and maintaining) the right attitude yields many benefits and is vital to our well-being and ongoing success. My advice is to study those who possess a positive attitude, copy the approaches that work for you and adapt them to suit your own situation in order to achieve your goals and objectives.

Our offerings include the following:

Developmental Services

[Coaching](#)
[Management / Leadership Development](#)
[Meeting Facilitation](#)
[Mentoring](#)
[Team Building](#)

Skill Building Programs

[Influencing Skills](#)
[Presentation Skills](#)
[Project Management Skills](#)
[Decision Making](#)

Seventeen Gorman Advisors looks forward to collaborating with you.

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