

# Seventeen Gorman

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## ADVISORS LLC

### **"Innovation through Collaboration"**



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

## **Achieving Excellence**

Issue 11

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### **Welcome**

Welcome to the May 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

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### In Your Quest for Excellence

"The first suggestion is to aim high, but be aware that even before you have reached your ultimate professional destination, if you always strive for excellence, you can and should have a substantial impact on the world in which you live." - Sandra Day O'Connor

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### The Recipe for Achieving Success



As my wife and I prepare to celebrate our son's graduation from Boston College (Carroll School of Management) it occurred to me that I should share some advice with young scholars who are about to embark on the next chapter of their life. The following guidance has been gleaned from years of living, experiencing, and learning from those whom I greatly admire and respect, including my own father.

#### **Advice for Graduates:**

Here are my recommendations for achieving success in life and in one's chosen profession:

- **Aim High and be Willing to Fail**
  - You can achieve anything you want and the sky is the limit!
  - Learn from failures - yours and others.
- **Never Lose Sight of Your Goal**
  - Always have a goal and have Faith in yourself, and your abilities!
  - Have a success mindset that conjures thoughts and images that are conducive to growth, innovation and success.
- **Be Proactive rather than Reactive**
  - Make your break, instead of waiting for your break.
  - Demonstrate a stellar work ethic that gets you noticed and produces excellent results.
- **Persevere through Adversity**
  - If at first you don't succeed, be willing to try a second or third time to reach your goal.
  - Never accept defeat!

- **Act with Humility and Gratitude**
  - It's amazing what you can accomplish when you do not care who gets the credit!
  - Be grateful for what you have and be of service to others.
- **Maintain your Values and Integrity**
  - Through good times and difficult times, stay true to your principles and values.
  - This is what builds your reputation, which is worth everything!

### What is the impact?

Although the advice offered above seems straightforward and rather simple, it has the added benefit of helping to form the principles that guide your thinking and actions every day, regardless of the situation. It also becomes the framework that enables you to overcome the challenges and hurdles that stand in the way of success.

The key is to make this part of your DNA as you develop a success mindset and build confidence in your skills and abilities with every achievement.

Finally, as you achieve success, it is important to celebrate your accomplishment in order to memorialize the milestone and reward yourself for attaining your goal. Whether you celebrate by having a drink with friends or a fine dining experience with your family, celebrating success reinforces the positive aspects of what you have done and allows you to feel good about the work effort put forth to achieve success.

If you are looking for ways to achieve success in life and work, and need help translating my advice into a Plan of Action, please contact us at [jeff@17gormanadvisors.com](mailto:jeff@17gormanadvisors.com).

## The IDEAL Model for Sound Decision Making



I recently had the pleasure of teaching a Decision Making capstone course at **The College of New Jersey** for senior Business Majors.

At the outset of the course, I challenged my students to create their own decision model that would be easy to apply and that will help people make sound decisions which yield better outcomes on a consistent basis.

Over a period of 4 weeks, I facilitated brainstorming sessions that were held during class. During the sessions students shared examples of good and poor decisions they had made, together with the decision factors that influenced their decisions. My students also provided me with descriptive words that described the decisions. For example, they suggested that the decisions were Smart, Optimal, Great, Wise and

Ideal - among others.

We then compared the list of decision factors with the descriptive words to determine whether we could devise an acronym for our model.

After a series of lively debates, we agreed upon a name for our decision making model. It is called The "**IDEAL**" Model for Sound Decision Making, based upon the initial letter of each action verb in the model.

### **Model Definition:**

The model is defined as follows:

- Identify all possible options for your decision
- Determine the feasibility of your potential decision options
- Enlist the help of others to gain insight and perspective
- Anticipate potential roadblocks and analyze potential outcomes to make a final decision
- Live with the decision and monitor its progress to determine whether any modifications are necessary

We also developed a Tagline that helps us remember what the model is designed to achieve.

**Tagline:** "The ideology to consistently empower you to make optimal decisions and achieve desired outcomes"

We then brainstormed ideas that will help guide us in applying the model to real-life scenarios we may be faced with.

### **Model Guidance Notes:**

- The model steps should be applied in a sequential order so users can view it as a process and apply it in a practical way to make better decisions that produce positive outcomes.
  - In other words, **I-> D-> E-> A-> L**
- The model depicts an iterative process. This means that model steps may be revisited (in order) after a survey is performed to obtain feedback or when new information has been discovered - to improve the effectiveness of the decision model.
- During each step in the model process the user should evaluate and incorporate feedback to increase the probability of achieving his / her decision goals.

Many ideas and paradigms exist for improving your decision making. The above model is just one logical, systematic approach that may help as you face life challenges.

If you are struggling with the ability to make better choices in life and work, and would like to improve your decision making outcomes, please contact us at [jeff@17gormanadvisors.com](mailto:jeff@17gormanadvisors.com).

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## **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](#)

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**Seventeen Gorman Advisors** looks forward to collaborating with you.

Please contact us or visit our website:

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