



# WHAT MATTERS MOST



**E-LEADER SINGAPORE**  
**4<sup>TH</sup> JANUARY 2016, SINGAPORE MANAGEMENT UNIVERSITY**

# MY OBJECTIVE

- Sharing of 4Ps:  
Perspective, Purpose  
Perseverance & Power
- Through Stories –  
Myself, Joshua (My son),  
Olivia (My Niece)

FLY  
**Transformation**



RUN  
**Change**



WALK  
**Awareness**



- You will  
encouraged and  
blessed  
with my sharing  
for **2016** onwards

Success Is A Journey,  
Not A Destination.  
The Doing Is Often More  
Important Than The  
Outcome



# CLAIRE KEOW

- Could only started to read at 10 years old
- Continue to FAIL miserably but better with double digit
- Gangster, thief, gender misfit
- At 15 years old, was sent to Singapore to study
- SUPER FAILURE



## MY STORY

- Turnaround at 17 years old
- Moved on to Perth & was Selected in the Golden Key Honour Award List – Top 15%
- Roller coaster journey
- SMART TRENDS INTERNATIONAL



# Vehicle for Success



# Fuel for Success





SEE	SAY	DO	GET
PERSPECTIVE	PURPOSE	PERSEVERANCE	POWER



- Visualisation
- Attitude
- Belief System
- Dream

- \* Use Positive Words
- \* Compelling Reason
- \* Say what you mean & mean what you say

- \* Just Do It despite Difficulty
- \* Plan your TIME & TIME your plan
- \* Commitment & Discipline

- \* Receive in alignment with your feelings
- \* Power – ability & capability

# PERSPECTIVE





# PURPOSE : Determines Your Level of Commitment

High  
Commitment



Low  
Commitment

WHY : COMPELLING REASON

DO  
PROMISE  
COMMIT

Will  
Intend  
Shall  
May  
Can  
Could  
Must

Have To  
Need To  
Hope  
Wish  
Try

"I \_\_\_\_\_

**ACHIEVE  
SUCCESS"**

Words come  
from within  
- your words  
reflect your  
heart...

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# PURPOSE WITH A COMMITMENT

<b>THOUGHTS</b>	<i>Gives Your Best Believe In Yourself</i>
<b>FEELING</b>	<i>Being Enthusiatic</i>
<b>BEHAVIOUR</b>	<i>Never, Never Give Up Like To Do More Like Sharing With Others</i>

**PURPOSE WITH A COMMITMENT** is what  
transform DREAMS into REALITY

*CLAIRE KEOW*

# PURPOSE to PERSEVERANCE

**PERSEVERANCE**

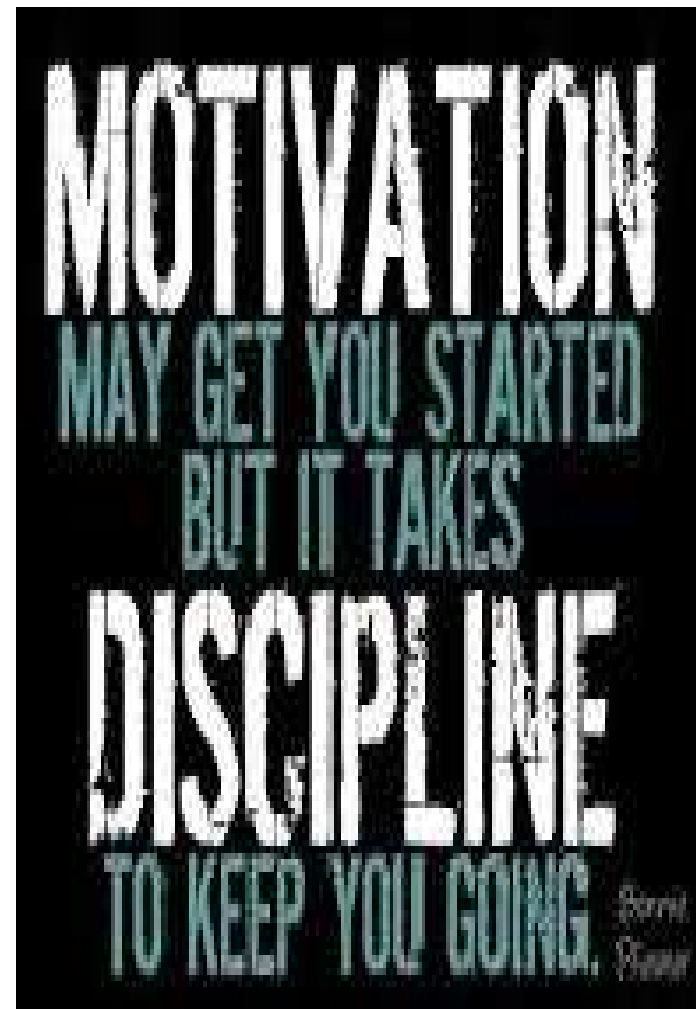
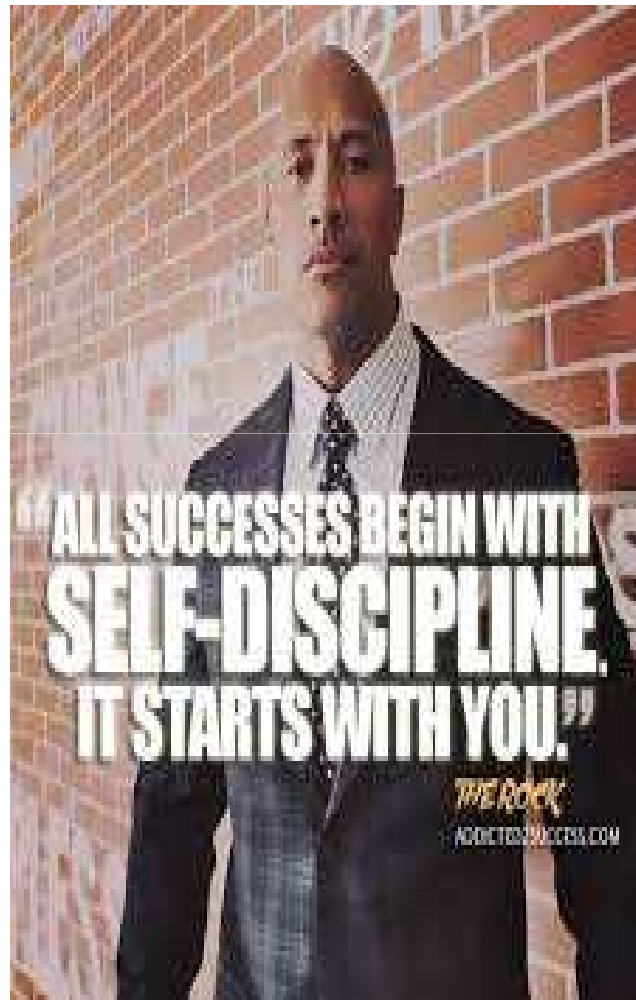
**BUILD UP A**

**Commitment**

**PERSEVERANCE**  
gives you the  
**SPIRIT** to keep  
going in spite of  
the **CHALLENGES**  
that lay before  
you.

*CLAIRE KEOW*

# PERSEVERANCE



# PERSEVERANCE



"Small disciplines repeated with consistency every day lead to great achievements gained slowly over time."

John C. Maxwell

# POWER – Your Ability & level of Capability



<b>Master</b> (780+)	You're a pro, and know this skill inside and out.
<b>Expert</b> (700-779)	You're ahead of the pack, and are fluent in this skill and its latest developments.
<b>Proficient</b> (450-699)	You're comfortable using this skill in routine ways.
<b>Familiar</b> (300-449)	You have basic knowledge of this skill, but plenty of room to learn more.
<b>Beginner</b> (<300)	You're just starting to explore this skill.



# POWER : What Capability Can You Build?



**Selling Skills**



**Presentation Skills**



**Planning and Organizing Skills**



**Leadership Skills**

# How to Build Capability?





### SEE Approach : DISCOVER & EXPLORE

### Power of visualisation, Creating awareness, Build sub-conscious mind

 <b>VISUAL</b> Preferred style of learning : Seeing & Reading	 <b>AUDITORY</b> Preferred style of learning : Listening & Speaking	 <b>KINESTHETIC</b> Preferred style of learning : Teaching & Doing	 <b>HERO</b> Tap into the subconscious power of your mind Power of Positive Mindset Power Visualisation Begin it right Station W4W : Why? For What? – Compelling reason to do something or change	 <b>My Flag</b> Goal Setting – short and long term Life plan – from where you are now to where you want to be Self-esteem Identity, Branding: How you want to be known Power of Dreams
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### SAY Approach : CONNECT & SHARE

### Power of positive words, articulation and presentation

 <b>NO WORRIES</b> Believing that everything happens for a reason Anger management – Win internally & externally Emotional stability	 <b>Potential</b> Power of Articulation * Presentation Skills Whole brain usage * Drama & Songs Study Smart Skills	 <b>EQ</b> Emotional Intelligence Interpersonal and Intrapersonal skills How to influence and win friends
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### DO Approach : RELATE & LIVE

### Power of discipline, activity, energy and having a system in place

 <b>ACTION PLAN</b> Putting plans into actions – small wins Plan-Do-Check-Act	 <b>Colors of the Wind</b> Many colours and moods	 <b>Firework</b> Unleash creativity & uniqueness within you	 <b>GROOMING</b> Cleanliness & health External & Internal grooming	 <b>HABITS</b> Empowering and inspiring HABITS to live by	 <b>HAPPY FEET</b> Appreciating others & expanding on strengths	 <b>RESPECT</b> Respect Yourself & others	 <b>ROLLERCOASTER</b> Win – win attitude & approach	 <b>TEAMWORK</b> Work together to achieve the results
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### GET Approach : REFINE & REFLECT

### Power of feelings, alignment & belief system

 <b>FLY</b> The feeling & power of <b>FREEDOM</b>	 <b>Gratitude</b> Alignment of right feelings to what is desired	 <b>Adversity Quotient</b> Resilience and determination	 <b>DISCIPLINE</b> To change is <b>DISCIPLINE</b> – put systems in place	 <b>MAGIC</b> Law of Attraction Ask and it shall be given to you
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<b>SEE</b>  <b>Discover &amp; Explore</b>  <b>Power of visualization, Creating awareness, Renewal of mind</b>	<b>SAY</b>  <b>Connect &amp; Share</b>  <b>Power of positive words, articulation and presentation</b>	<b>DO</b>  <b>Relate &amp; Live</b>  <b>Power of discipline, activity, energy and having a system in place</b>	<b>GET</b>  <b>Refine &amp; Reflect</b>  <b>Power of feelings, alignment &amp; belief system</b>
<b>Developing Personal Mastery</b>  <b>Competency covered:</b> <ol style="list-style-type: none"> <li>HERO : Tap into the subconscious power of your mind and Positive Mental Attitude (3 hours)</li> <li>My FLAG : Goal Setting, Life Plan, Self Esteem, Identity, Branding, Power of Dreams (3 Hours)</li> </ol> <b>Learning Outcome:</b> <ul style="list-style-type: none"> <li>Expand imagination and enhance observation</li> <li>To apply the tools and methods for the subconscious mind &amp; the power of positive mindset &amp; thinking.</li> </ul>	<b>Developing Self-Empowerment</b>  <b>Competency covered:</b> <ol style="list-style-type: none"> <li>NO WORRIES: Anger Management, Emotional Stability (3 hours)</li> <li>Potential : Power of presentation skills (3 hours)</li> <li>EQ : Emotional Intelligence, Interpersonal &amp; Intrapersonal skills (3 hours)</li> </ol> <b>Learning Outcome:</b> <ul style="list-style-type: none"> <li>Able to use power of positive words to connect and then share about their dream envisioning “What could be”</li> <li>Develop power to connect with people</li> </ul>	<b>Developing Personal Productivity</b>  <b>Competency covered:</b> <ol style="list-style-type: none"> <li>Teamwork : Teamwork makes the Dreamwork (3 hours)</li> <li>Happy Feet : Managing stress and Balanced life (3 hours)</li> <li>Habits : Empowering &amp; inspiring habits (3 hours)</li> </ol> <b>Learning Outcome:</b> <ul style="list-style-type: none"> <li>Relate to skills learnt and live it</li> <li>With discipline and determination to live the right habits that will lead to the desired results.</li> <li>Identify the challenges to maximizing personal productivity</li> <li>Understand the components of having a total system in place</li> <li>Achieve small wins and eventually achieve the results</li> </ul>	<b>Developing Personal Fulfillment</b>  <b>Competency covered:</b> <ol style="list-style-type: none"> <li>FLY : Feeling &amp; power of Freedom (3 hours)</li> <li>Adversity Quotient : Turning obstacles into opportunities (3 hours)</li> <li>Gratitude : Attract the abundance and happiness that we all desire (3 hours)</li> <li><b>Learning Outcome:</b></li> </ol> <ul style="list-style-type: none"> <li>Master the behaviours and characteristics that differentiate extraordinary people to others</li> <li>To understand and permanently improve our own ambition and motivation,</li> </ul>

# SEE

## Discover & Explore

Power of visualization, Creating awareness, Renewal of mind

## Developing Personal Mastery

### Competency covered:

- HERO : Tap into the subconscious power of your mind and Positive Mental Attitude (3 hours)
- My FLAG : Goal Setting, Life Plan, Self Esteem, Identity, Branding, Power of Dreams (3 Hours)

### Learning Outcome:

- Expand imagination and enhance observation
- To apply the tools and methods for the subconscious mind & the power of positive mindset & thinking.

**SAY**

**Connect & Share**

**Power of positive words, articulation and presentation**

### **Developing Self-Empowerment**

#### **Competency covered:**

- NO WORRIES: Anger Management, Emotional Stability (3 hours)
- Potential : Power of presentation skills (3 hours)
- EQ : Emotional Intelligence, Interpersonal & Intrapersonal skills (3 hours)

#### **Learning Outcome:**

- Able to use power of positive words to connect and then share about their dream envisioning “What could be”
- Develop power to connect with people

**DO**

**Relate & Live**

**Power of discipline, activity, energy and having a system in place**

**Developing Personal Productivity**

**Competency covered:**

- Teamwork : Teamwork makes the Dreamwork (3 hours)
- Happy Feet : Managing stress and Balanced life (3 hours)
- Habits : Empowering & inspiring habits (3 hours)

**Learning Outcome:**

- Relate to skills learnt and live it
- With discipline and determination to live the right habits that will lead to the desired results.
- Identify the challenges to maximizing personal productivity
- Understand the components of having a total system in place
- Achieve small wins and eventually achieve the results



**GET**

**Refine & Reflect**

**Power of feelings, alignment & belief system**

## **Developing Personal Fulfillment**

### **Competency covered:**

- FLY : Feeling & power of Freedom (3 hours)
- Adversity Quotient : Turning obstacles into opportunities (3 hours)
- Gratitude : Attract the abundance and happiness that we all desire (3 hours)

### **Learning Outcome:**

- Master the behaviours and characteristics that differentiate extraordinary people to others
- To understand and permanently improve our own ambition and motivation,