

Catalyst

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The Bigger Game – Bold Actions

[This is part six of a series on the Bigger Game leadership and change model. For the rest of the series, see *Writings* at www.DancingStar.com]

Bold – adj: fearless, intrepid, showing or requiring daring spirit, impudent, presumptuous, assured, confident, adventurous, standing out.
–Webster’s 9th New Collegiate Dictionary

Last month we discussed investments. Bold Actions are investments on steroids. They challenge and inspire you and people around you; they put your Game on the map. Bold Actions create visibility, involve risk-taking, generate commitment.

Bold Actions generate buzz around your game – as well as fame, notoriety, publicity – causing people to take notice. These steps take your game public through your actions and the actions you inspire in others. Think of rock star Bono, publicly meeting with world leaders about his concern for Africa. Such visibility calls forth greater commitment from all players, raising the stakes for which they play. Once your Bigger Game goes public – locally, nationally, or internationally – via Bold Actions, your game starts to take on a life of its own.

Now, we may not all have the access that Bono has – but we can, as he did, approach public figures and enlist support for our game. Equally, not all Bold Actions will be public.

Also, notice that one can take Bold

Actions in any component of the model - sustainability, allies, comfort zones, gulps. Here’s a less public example of a bold action in the “designs who you become” square. If your game needs you to speak

The Bigger Game Model

Comfort Zone	Hunger	Compelling Purpose
Sustainability	The size and quality of the game you play designs who you become	GULP!
Allies	Bold Action	Investment

Spanish, an investment might be to take Spanish classes at your local college, a gulp to hire a Spanish coach, a bold action to move to Spain and immerse yourself in the language.

Think of some of the Bold Actions business people have taken:

- Ricardo Semler at Brazil’s Semco implementing his vision of workplace democracy – company financials available to all, etc. – despite facing inflation rates of up to 900% per year.

- Boeing Aerospace betting the company’s future on its new 747 Jumbo Jet design, thereby changing the standards of the airline industry.

- Women at three US organizations blowing the whistle on senior management and questionable business

practices, resulting in revelations at Enron, Worldcom, and the FBI.

These are not small actions – they required huge commitment and even sacrifice on the part of all involved. That’s why using this whole model is so vital. Without a clear vision, allies, sustainability, willingness to gulp, and dealing with comfort zones, such actions would not be possible.

Once these people took their Bold Actions, they faced derision, challenges, even persecution. It was not always pretty or easy. Yet, now their game and everything for which they stood was out in the open, available. New allies could enroll; synchronicities occur, change happen.

Clearly many other steps preceded and succeeded these actions. Yet it is the bold strokes that make Bigger Games both visible and memorable. These are the stuff of myths and legends, because they are dramatic, visible, powerful, determinant. They change people’s lives – they even change the course of history.

Bold Actions often become part of our very language, as they create powerful experiences. Hiroshima. The Holocaust. Potemkin villages. The Crucifixion. Agree or not, like them or not, Bold Actions make a game memorable, and impossible to ignore. – Deborah Huisken, Kathy O’Connor, Jeff Corbett (original material derived from/published with permission of the Bigger Game Company – www.thebiggergame.com.)

ARE YOU UP FOR IT?

For coaching (of international executives, entrepreneurs, and other artists) or consulting services, to bring an experiential workshop (Bigger Game, Dimensions of Leading, Power at Work) into your company, or to subscribe to this newsletter, contact Dancing Star Productions, phone: +1 413.367.9416, email: info@DancingStar.com, or on the web at www.DancingStar.com.

Whatever you can do, or dream that you can, begin it. Boldness has genius, power, and magic in it. Begin it now. – Goethe



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Submissions

Send comments, questions, and submissions to 32 North Taylor Hill Rd, Montague, MA 01351 USA, or e-mail to info@DancingStar.com. For return of postal submissions, include a self-addressed, stamped envelope. We reserve the right to edit articles for length, clarity, and readability.

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LETTER TO THE EDITOR

I love your perspective on investment, especially when you talk about quiet time... the power of patience... listening instead of taking action. Hard for driving entrepreneurs! Even if all the arrows point to the sign saying "this is a quiet, reflective time," I find it difficult to follow the direction. I have techniques to help... read a good book, go for a hike, practice prone yoga (lying down and doing nothing!), cook, watch TV... whatever it takes to prevent me from pushing when I need to be waiting. Timing is everything! - *Andrea Lyon, CEG, Goddess Granola www.goddessgranola.com*

Deb’s Corner



I attended a National Speakers Association meeting earlier this month at which Sarah Victory (www.thevictorycompany.com) was the speaker. She

promised to show us how to “double your business, double your impact, and change the world”. Sarah boldly coaches her clients to fame and visibility – her track record includes obtaining numerous slots on the Oprah Winfrey show for her clients.

One of the client stories she told was about R_____. When asked what she wanted, R said “I want to write a best-selling book and have it published internationally, appear on Oprah, and have my own radio and syndicated TV show...but don’t tell anyone, it’s too embarrassing.

Everyone in the room laughed – probably because, like me, they recognized themselves in this story. We have dreams, sometimes big dreams, but we shrink from letting others know. We’re afraid we’ll be laughed at, told we’re crazy. We don’t want to stand out from the crowd.

Lest you think it’s only “little people” to whom this happens, I assure you it’s not. I’ve seen this phenomenon in famous and powerful people – CEOs of companies, heads of large corporate departments, well-known performers – as well more “ordinary” folk. We all have areas in which we shrink, powerful tho we appear.

What is it for you? Is it telling someone close to you how much they mean, or saying no to unacceptable behavior at home or at work? Is

it believing that you are as good as your press says you are, or taking that step out on your own, alone? Is it asking for appropriate levels of money for your work?

A series of Bold Actions I took when first starting the work I’m doing now was to cold-call people all over the world. These were people in organizations who met my target profile, people I had read or heard about from colleagues or former colleagues, referrals.

This was back in 1995. Having little or no experience in selling or cold-calling, I just told these people what I was doing. I spoke with them about what I saw of the impact as well as the failures and weaknesses of business, and I spoke about spirituality. I was surprised at the positive response, particularly when talking about spirituality. I’d always thought that subject was taboo in business – as had many of the people to whom I spoke.

To me, these were Bold Actions. I continually had to get out of my chair and go calm myself down – quiet my fears – so I could go back to this work which was frightening and exhilarating at the same time.

I have much further to go. I still want to go public, and have my say – as a powerful, passionate actress moving audiences to greater understandings, or to the leaders of my country, or in powerful teams of executives out to change the world of business.

But shhh, don’t tell anyone - it’s too embarrassing!

NOTABLE QUOTES

Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative and creation, there is one elementary truth the ignorance of which kills countless ideas and splendid plans; that the moment one definitely commits oneself, then Providence moves. All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one’s favor all manner of unforeseen incidents, meetings, and material assistance which no man could have dreamed would have come his way. – W. H. Murray

Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness, that most frightens us. We ask ourselves, 'who am I to be brilliant, gorgeous, talented?' Who are you not to be? Your playing small doesn't serve the world. There's nothing enlightened in shrinking so other people won't feel insecure around you. We are all meant to shine. Not just some of us, everyone. As we let our own light shine, we give other people permission to do the same. As we are liberated from our own fear, we liberate others. – excerpted from Marianne Williamson's Course in Miracles