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*PechaKucha Night*™  
20 X 20 MADISON  
IMAGES SECONDS

Jeffrey Russell  
Co-Director  
Russell Consulting, Inc.

[Jeff@RussellConsultingInc.com](mailto:Jeff@RussellConsultingInc.com)  
[www.RussellConsultingInc.com](http://www.RussellConsultingInc.com)

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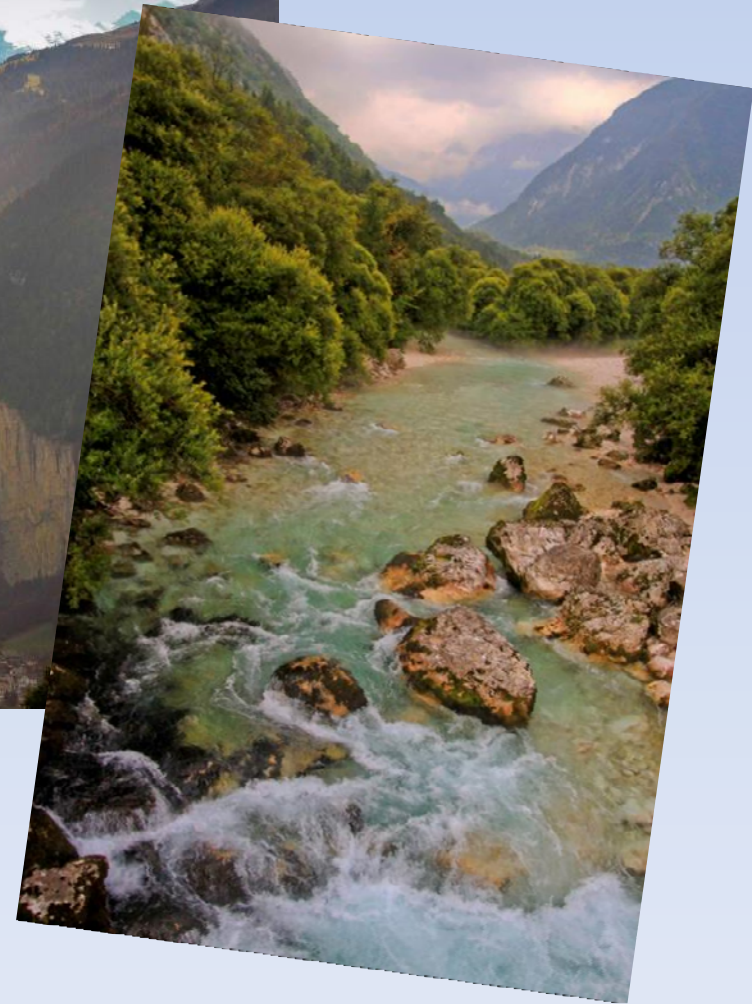
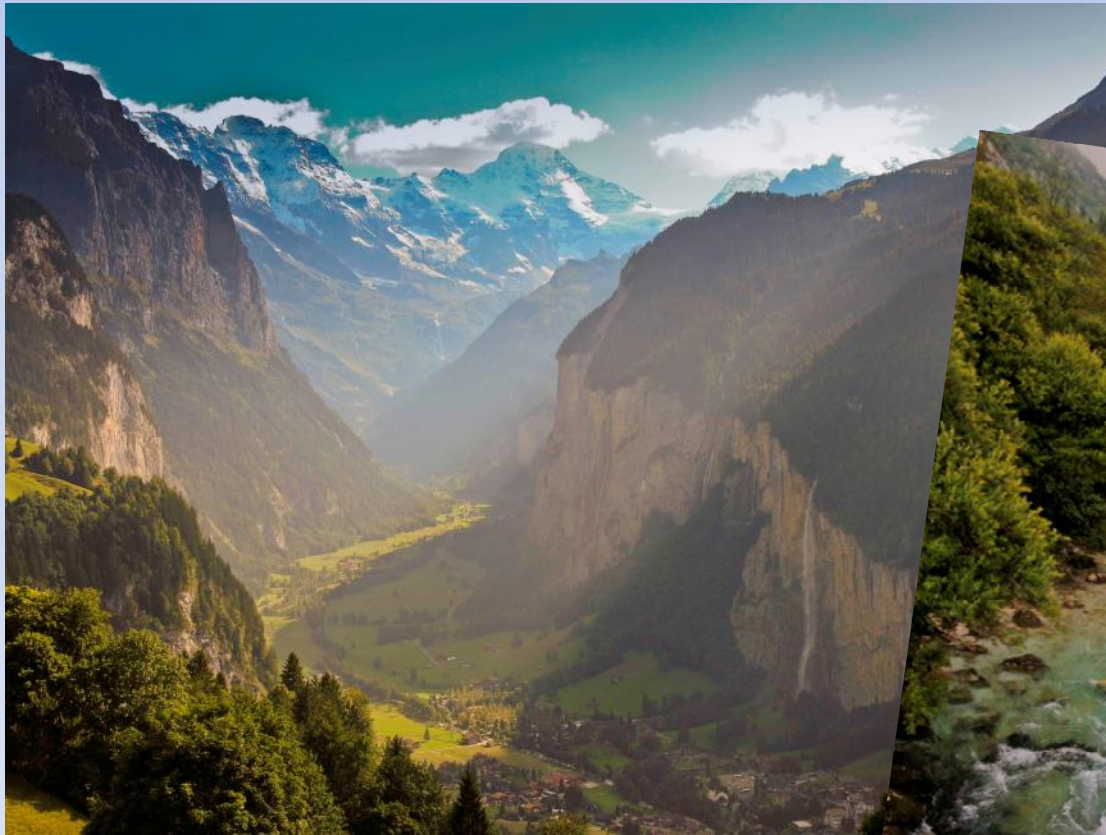


Jeffrey Russell

# Making it to the Top – and Staying There!



# Starting the Journey: **Leave the Valley of Discontent**



The *beautiful* Valley of *Discontent*

## Starting the Journey: **Know Yourself**



“This above all: to thine own self be true, And it must follow, as the night the day, thou canst not then be false to any man.”

- Polonius’ advice to his son in Hamlet, by William Shakespeare

**Clarity  
of vision**

**Know your  
passion**

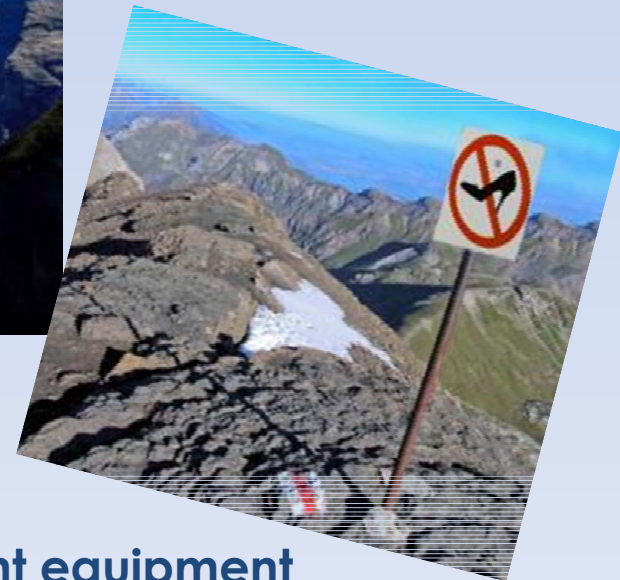
**Leave a  
legacy**



# Starting the Journey: **Know Your Niche**

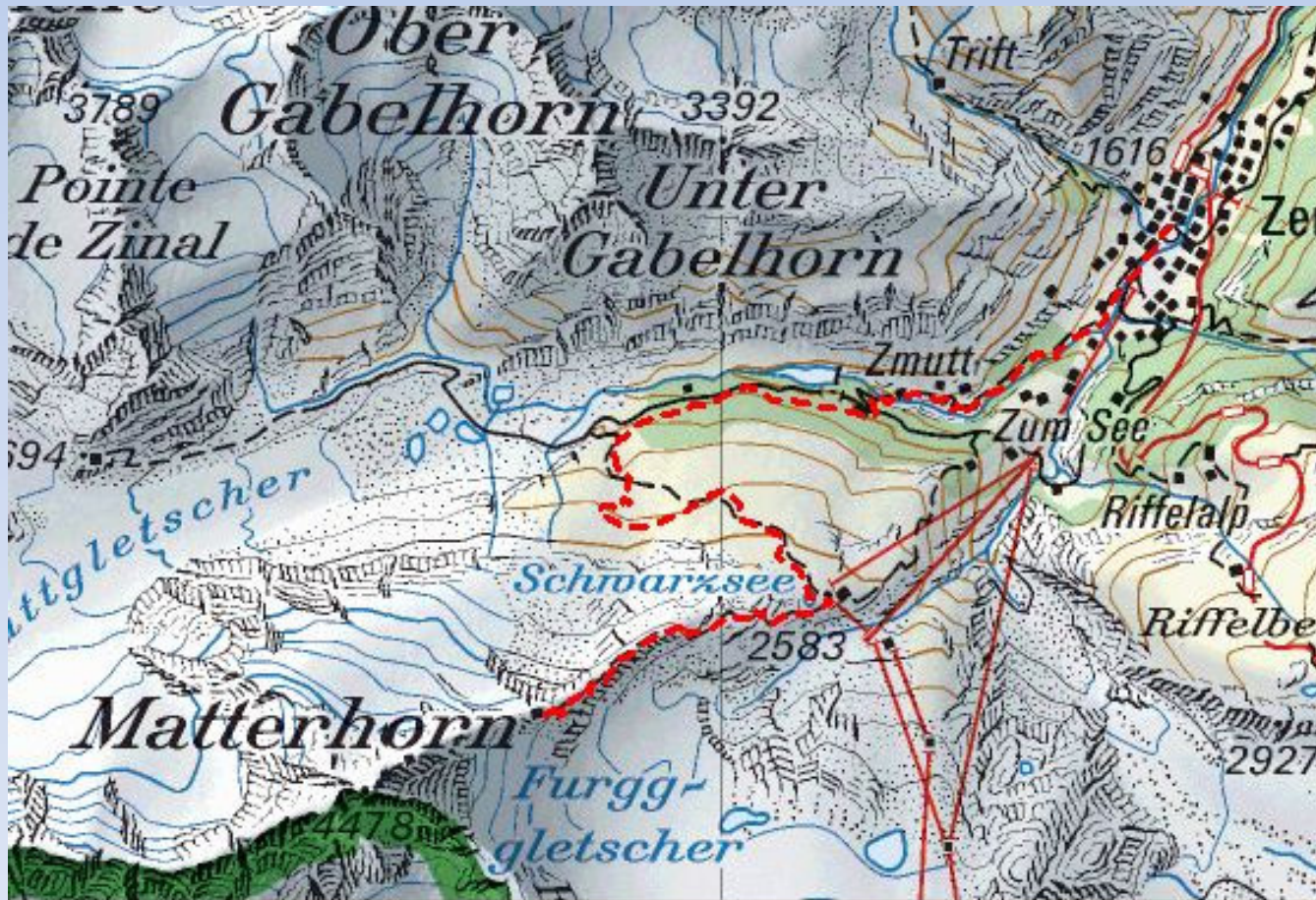


- ✓ Right mountain
- ✓ Right knowledge
- ✓ Right skills
- ✓ Right equipment
- ✓ Self-confidence



The right equipment  
might mean leaving the  
heels behind!

# Starting the Journey: Know that the Map is Not the Territory





# Getting to the Top: **Be Bold, Audacious**

"Success is the child of audacity."

— Benjamin Disraeli

Former British Prime Minister

b. 1804, d. 1881



A hiker in a blue jacket and hat is walking on a narrow, rocky trail. The background shows a steep, rocky cliffside with some snow patches. A large, semi-transparent text box is overlaid on the right side of the image, containing a quote in red cursive font.

## Getting to the Top: **Be Driven by Optimism, Not Fear**

You gain strength, courage and confidence by every experience in which you really stop to look fear in the face. You *must* do the thing you think you cannot do.

— Eleanor Roosevelt  
b. 1884, d. 1962



## Getting to the Top: **Breaking the Rules**

If you obey all the rules, you miss all the fun.

— Katharine Hepburn



**Breaking the rules enables . . .**

- ✓ **Discovering a new way up the mountain**
- ✓ **Innovation**
- ✓ **Your competitive advantage**



# Getting to the Top: Leverage Your Network



# Getting to the Top: Hue to the Vision, with Flexibility





# Getting to the Top: Say “Yes” and “No” to Opportunities





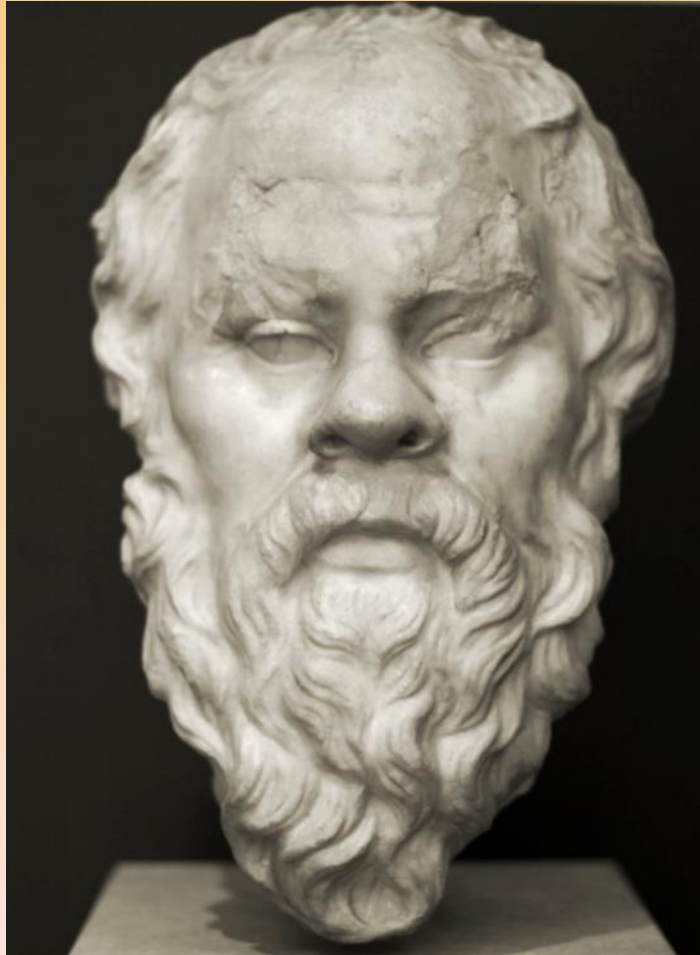
# Getting to the Top: **Ask Questions**

Which is the best route to the mountaintop?





# Getting to the Top: **Be Critically Reflective**



© Bradley Weber

**“The unexamined life is not worth living.”**

- **Socrates’ statement to the Athens jury.**

**When faced with the choice between death and banishment from Greek society, Socrates chose death.**

# Getting to the Top: **Be Cautiously Courageous**



- ✓ Be mindful of the risks
- ✓ Moving forward courageously
- ✓ Make tough decisions
- ✓ Know when the risk is too great and you need to turn back, take a different route





## Getting to the Top: **Have the Courage to Continue**

Success is not final. Failure is not fatal. It is the courage to continue that makes the difference.

— Winston Churchill  
British Prime Minister  
b. 1874, d. 1965

# Staying at the Top: Stay Focused on Your Vision





# Staying at the Top: Adopt the Beginner's Mind



# Staying at the Top: Embrace Humility



© Ole Erik Loe



# Staying at the Top: **Maintain Balance**



- ✓ Physical
- ✓ Mental
- ✓ Intellectual
- ✓ Spiritual



## Staying at the Top: **Persevere**

Sometimes I lie awake at night, and I ask myself, “Where have I gone wrong?” Then a voice says to me . . .

**“This is going to take more than one night!”**

— **Charles M. Schulz**  
Charlie Brown in "Peanuts"



THANK YOU !

