

RO//DY

PLAY A BIGGER GAME



Using the Can/Cant Matrix

As seen on



And in



ABOUT THE AUTHOR

Rowdy McLean

Ron McLean has been known as 'Rowdy' most of his life because he is easy going, friendly, light hearted, pragmatic, down to earth and real. Rowdy is an expert on productivity, personal growth and achievement. He is the master of making things happen and getting things done and has achieved some remarkable things.

Ultimately we all want more, more money, more time, more fun, more love, more customers. Rowdy has spent the last decade studying the key drivers of success and achievement. He has developed a process to help individuals, teams and organisations unlock potential and play a much bigger game than they ever thought possible.

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ROWDY

1. CAN v's CANT

The race of life is long and in the end it's just really only with yourself.

Play A Bigger Game is all about staying committed, stretching your boundaries, stepping out of the comfort zone and never giving up. When we are making that choice to play a bigger game, when we are looking at some way that we can achieve more, be more, do more and have more we automatically ask ourselves two questions “can I do it” and “will it be worth it?”.

My quick answer to those questions is YES you can do it because you are AWESOME!

I truly believe that the biggest waste on the entire planet, is the waste of human potential. What I see all the time is people who down-grade their own abilities, their own skills and their own confidence levels by saying things like ‘I’m not that good’ or ‘I’m not that great’ or ‘I’m not that fantastic’.

If you start to talk to yourself in this way that is how you start to behave. You are awesome, absolutely awesome. You are the latest, greatest model in a long line of ancestors that have survived fire, famine and plague. You were born absolutely awesome.

You have the most complex audio-visual system on the planet. You’ve got a visual system that can detect ten million colours. You’ve got an odour sensor that can detect ten thousand different odours.

You’ve got a pump in your chest that beats a hundred thousand times a day, every single day of your life for around about eighty years.

You are absolutely amazing. You’ve got a computer in your head that can process one million bits of information a second, faster than an iPad.



You CAN do it

YOU ARE AWESOME!

✿ When awake a human's brain generates enough power to turn on a light bulb (that is 10 to 23 watts).

✿ Humans can swim at a speed of more than 8 km/h.

✿ Humans can run 100m in under 10 seconds.

✿ Humans can jump just under 9 meters.

✿ A human's brain has 30 billion cells, each capable of holding 1 million 'bits' of information per second.

✿ A human body has approximately 99,779km of capillaries.

✿ Humans can survive temperatures as high as 40°C and as low as -1°C.

2. CAN I DO IT?

The reward will be greater than you initially thought.

So you ask yourself that question of if I'm going to play a bigger game and it's going to be a bit of a stretch, can I do it?

Can I do it actually has two elements to it. It's do I really have the capability, so do I have the skills to do it and do I have the confidence to do it.

So let's deal with the capability first. Do an assessment of whether you have the skills

to play a bigger game in the way that you want to play a bigger game.

From that if you find there is a short fall in the capability or the skills department deal with it. In this day and age it is quite easy to go and get those skills. You can do a course online, read a book, watch a DVD, go to a college, get a coach or a mentor, in fact there is a whole heap of ways to increase and improve your skill levels.

'CAN DO' Attitude

Fauja Singh made his way into the Guinness World Book of Records as the oldest person to ever complete a marathon. Indian-born Fauja Singh is a great example of why you are never too old to Play A Bigger Game. It took this remarkable 100 year old man, eight hours to complete the marathon more than six hours after event winner Kenneth Mungara (from Kenya).

He came a triumphant last in terms of the marathon but first in terms of Playing a Bigger Game. The determination and commitment displayed by Fauja Singh is just astonishing in all realms, even though event workers had dismantled the barricades along the finish line and had taken down sponsor banners he kept on going right to the finish line.

The key to Singh's success is focus and goals, he had set his goal to finish the marathon and did not let one thing get in the way he maintained his focus throughout the enduring eight hours. What is even more remarkable about this story is that it wasn't the first marathon Singh had run, nor is it the first record. He ran his first marathon at age 89 and at the 2003 Toronto event, he set the mark in the 90-plus category, finishing the race in 5 hours, 40 minutes and 1 second.

It just goes to show why you can achieve when you have a 'can-do' and Play A Bigger Game.

CAN I DO IT?

Fixing up capabilities isn't really that difficult you just need to decide how you're going to improve those capabilities and go to work at it. Confidence on the other hand is a different matter.

So if you find that stretching to playing a bigger game is something that fills you with anxiety and stress, then you need to take a different approach.

You need to take whatever it is you want to play a bigger game at and instead saying I want to do this thing and it's such a big thing it is overwhelming, you actually break it down into smaller chunks.

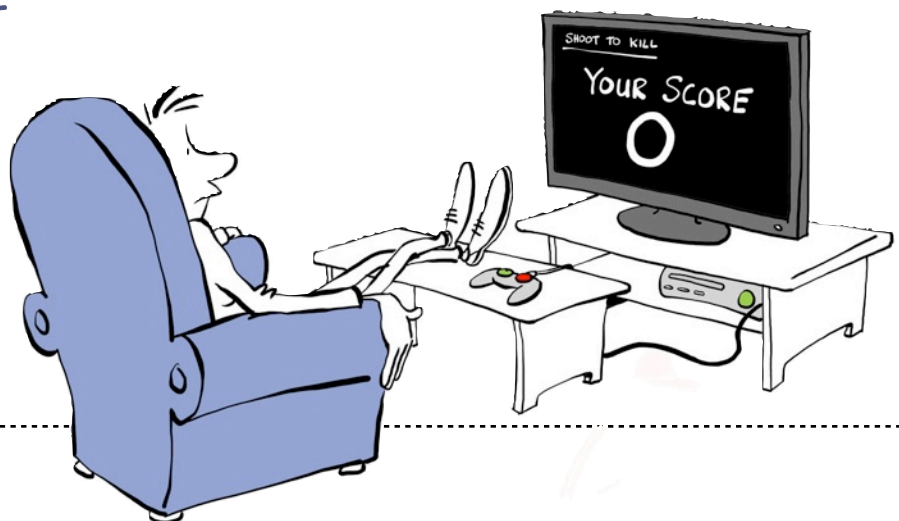
A great example would be losing weight. By saying I want to lose twenty kilos, that's really going to take you a lot of effort and you're going to have to be disciplined and committed to playing that game. If you find

that a little bit overwhelming break that into small chunks. How do I lose one kilo?

Whatever your goal is whether it's to lose weight, save money or go on an adventure, whatever it is you want to play a bigger game at, instead of saying it has to be the best of the best (I do think you need that vision of the best of the best by the way) break it down into the smallest pieces you can so that you have little wins. Reach this small goal for yourself and you achieve that. Create the next small goal then achieve that and the great thing about confidence is it's all about momentum.

So this small win, stacked on that small win, stacked on that small win, starts to become a big win. Then the big wins become huge wins and the next thing you know you start to gain more confidence in your ability to follow through and execute on. Then you start to get on a roll and the next thing you know you're saying 'I can do this' which is just fantastic!

"If you are tired of starting over and over, stop giving up half way through"



3. WILL IT BE WORTH IT

If you want something badly enough you can make happen

Are the benefits big enough for stretching myself and getting outside of my comfort zone? Is it really going to be worth it? So again there are two elements; the first element is the rewards. What are the rewards? What's the pay off going to be for you?

You need to be really clear about what the benefits of the pay off are otherwise you just won't play a bigger game. You need to keep increasing the rewards until they get to a level where they really motivate you.

The other one is the risk element. So if it's high risk what you are trying to achieve, be, do or have there is a fairly good chance that you're not going to play that game, or at least if you do play that game it's going to be difficult.

Whereas if it's low risk there's a greater chance you're going to do it, that you're going to execute on it, particularly if you've got low risk with high rewards.

If the risks are too high I think you need to find ways to make it a little safer. I'm big on you need to get out of your comfort zone, but you don't need to be reckless with that.

If you can find some ways to make it a little more sound, a little more structured, a little more comfortable rather than dangerous, then I think you should do that.

If you get it to the stage where the rewards are really high and the risks are really low I reckon there's a great chance that you will play a bigger game.

This is what people who are in the top one percent of their organisation, relationships, finances and health do. They ask themselves those two questions and they come up with the right answers.

So my advice to you is ask yourself those questions 'Can I do it?' and 'Will it be worth it?'

If you come up with a slightly negative answer to either, get busy so that you can play a much bigger game than you ever thought possible.

Will it be worth it?



They dodged bullets and navigated armed roadblocks to get to training and their national stadium was the scene of suicide bombings. This is what it meant to be part of the Somali Olympic team, two extraordinary athletes based in the capital Mogadishu who took MASSIVE risks to Play A Bigger Game (I don't recommend taking a risk this big but certainly commend their determination and spirit).

Every day they ran the 'road of death' the main thoroughfare through the city, strewn with wreckage and frequently the scene of suicide bombs. Military forces on one side of the road fighting Al Qaida affiliated militia on the other.

Although the Somali athletes were unlikely to get on to the podium, it was when they raised Somalia's flag in the opening ceremony their Olympic dreams come true.

4. GETTING TO 'CAN' MODEL

Let's look at how you can get from can't to can.

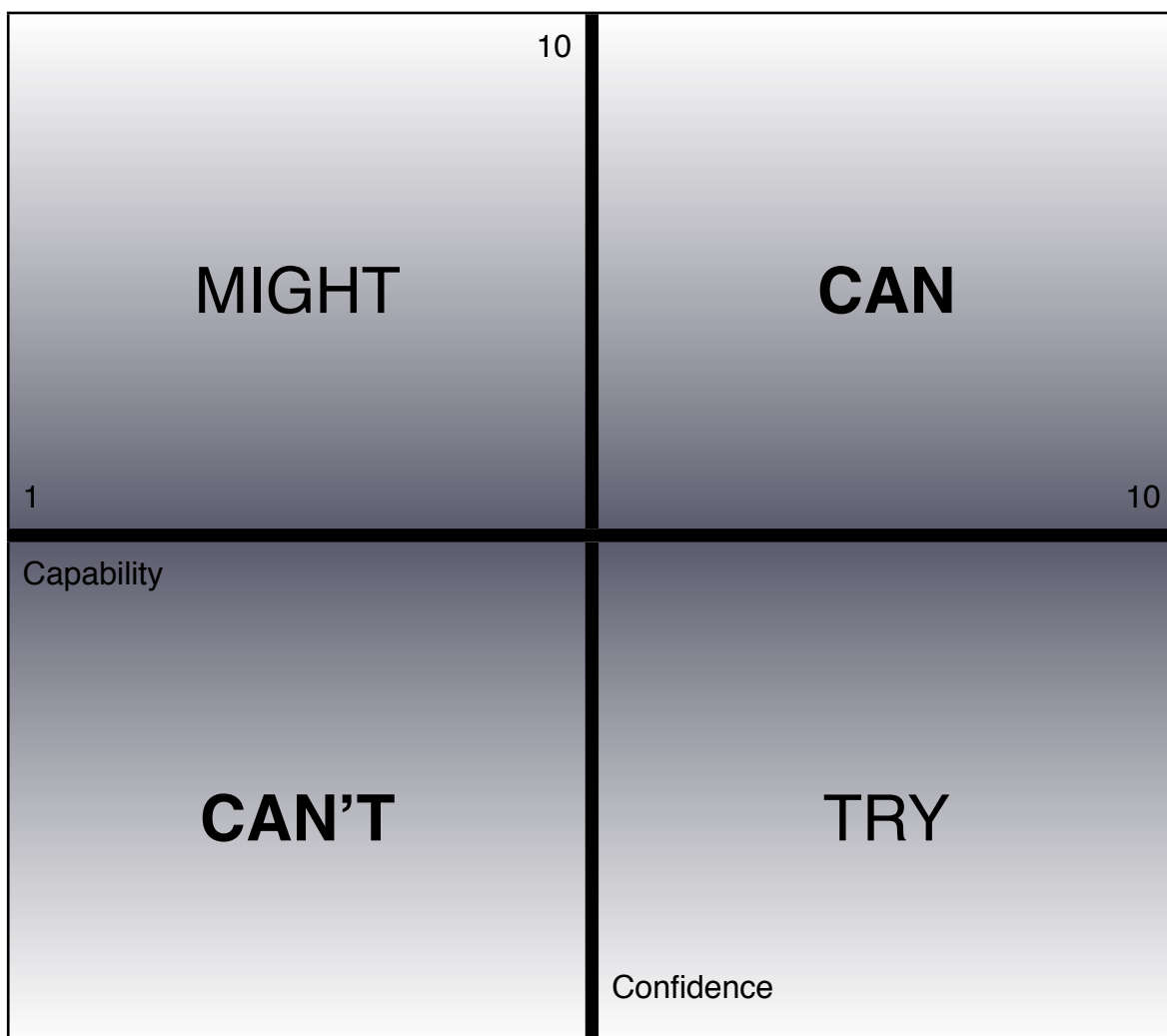
Let's look at how you can get from can't to can. The following 'Getting To Can' model is a combination of capability and confidence. You can use this model to ask yourself any question.

The 'Getting To Can' model is a fantastic matrix to use regularly when faced with decisions as you move from the average path to the awesome path and beyond to playing a much bigger game.

Look to the figure on the left:

The capability axis is horizontal and ranges from 1 through to 10.

The confidence axis is vertical and ranges from 1 through to 10.



EXAMPLE:

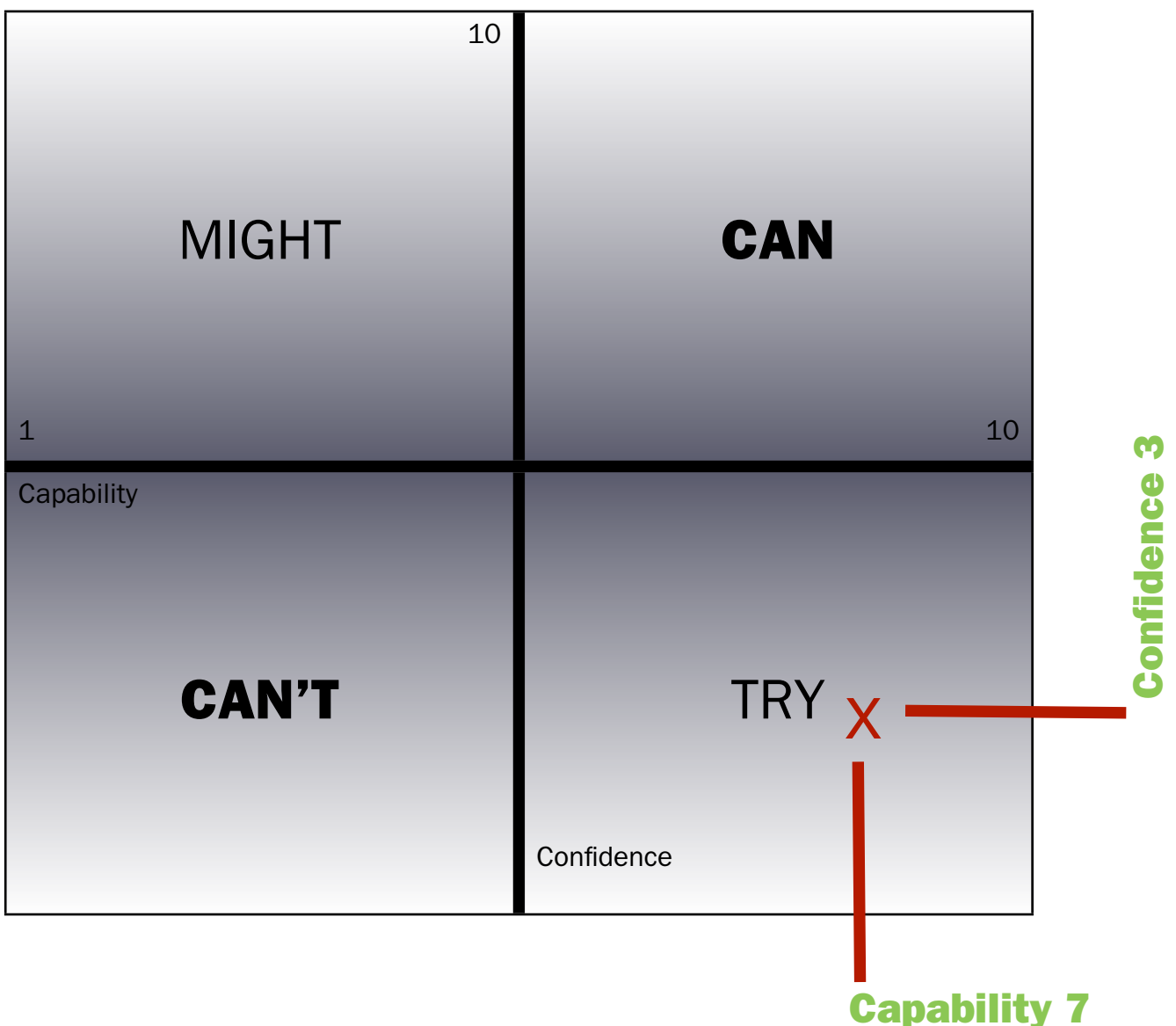
Am I good enough to apply for that promotion next month? Measure yourself on the capability axis first, can you do all that the job requires of you?

How capable are you on a scale of 1 through to 10? (1 being not at all, 5 being reasonably capable and 10 being very capable). Let's say you are feeling 7 out of 10 on the capability axis.

Next measure how confident you are feeling about applying for the promotion. Let's say you are feeling 3 out of 10 on the confidence axis.

If you plot the 7 on the horizontal axis and the 3 on the vertical axis – you end up in the TRY quadrant.

This means you will try for the position, but unless you work on your confidence before you go for the interview, it is highly likely you will sabotage the opportunity.



Getting to CAN!



Kristina Karlsson and her partner were willing to take the risk when starting out and founding Kikki K stationary stores. To get their business up and running they took the risk of mortgaging their house and now they have stores all around the World, turning over millions of dollars a year and haven't stopped winning awards.

5. MATRIX RESULTS STRATEGIES

From the average path to the awesome path (and beyond!)

The can/can't matrix is a fantastic model to use regularly when faced with decisions as you move from the average path to the awesome path. However don't just use the model to get a quick result.

I recommend you take your time and think about the outcome of the 'Getting To Can' model. Think about what it means and what actions you are going to take. Be specific and write down how you are going to do it or how you are going to turn you 'TRY' into a 'CAN'.

To help you move and/or stay in the CAN zone I have put together a quick guide of the strategies behind the 'Getting To Can' model results.

"Average is saying you gave it everything when you know you didn't.

Awesome is giving it more even when you have given everything!"



Matrix Results Strategies - CAN

Get on with it, create an execution plan and get the ball rolling, you can do it. You have the skills and the confidence to get the job done. Be aware though, sometimes when we get a result in the CAN box it's because our goal is not big enough. We haven't stretched or challenged ourselves enough.

If your result is comfortably inside the CAN box then I would suggest you need to make your goal a little bigger, more intense and more challenging otherwise you are in danger of falling into the comfort zone.

Matrix Results Strategies - TRY

If your result was in the TRY box then attempt your goal, however it is likely that you will fail. You have the confidence to give it a go, to try to complete it, however a lack of skills will hold you back.

Make a list of the skills you will need to complete your goal, tick the ones you are strong in and put a cross against the ones where you have a weakness. Now go to work on your weaknesses, either develop the skills required or find a way to avoid or get around them.

Matrix Results Strategies - MIGHT

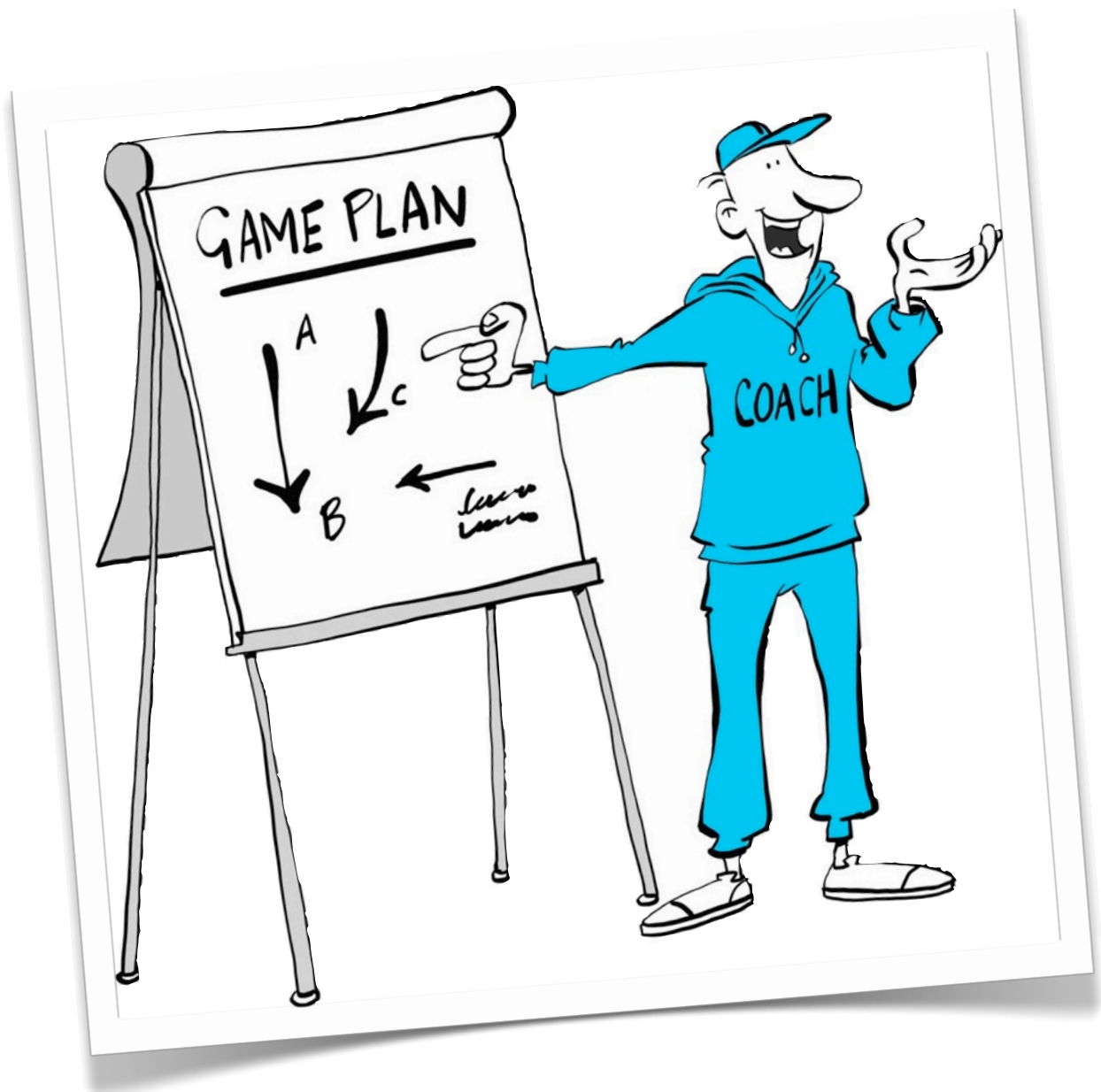
When your results lands in the MIGHT box it means you have the required skills and abilities to complete the task, but you may not execute on them well because you lack the confidence to persist and follow through.

If this is the case for you, then consider breaking the task or goal down to as many small steps as possible. This allows you to create small wins that will give you confidence. Stack these small wins on top of each other and you start to gain some momentum which in turn builds confidence.

Matrix Results Strategies - CAN'T

This is the really difficult place to start from when pursuing a goal, however do not despair it is possible to get to your desired result. You are going to need two additional things on top of the strategies in the TRY and MIGHT sections, to make your goal a reality. Firstly, you will need DETERMINATION.

You can get from CAN'T to CAN but you have to really, really want it. You need an 'all or nothing' mentality or more importantly a 'whatever it takes' mentality where you just will not give up. The other thing you will need is DISCIPLINE, the ability to set a course of action and to never waiver from it, the ability to stick to your plans no matter what shows up.



In the CAN Zone!



Bill and Melinda Gates are investing \$10 billion in the fight against a number of illnesses. The 10-year program will focus on vaccines for AIDS, tuberculosis, rota-virus and pneumonia. This commitment is the largest pledge ever made by a charitable foundation to a single cause. Bill & Melinda Gates believe they CAN make a difference and save the life's of millions in developing countries.

By significantly scaling up the delivery of life-saving vaccines in developing countries to 90 percent coverage, including new vaccines to prevent severe diarrhea and pneumonia, it is forecasted they could prevent the deaths of some 7.6 million children under 5 from 2010-2019.

USEFUL RESOURCES TO HELP YOU PLAY A BIGGER GAME!

Rowdy at your event

Rowdy McLean is an international speaker and author. People relate to Rowdy because he is REAL. His presentations are down to earth, practical and authentic, and will inspire your people to “Play A Bigger Game!”. Visit www.rowdy.com.au

PLAY A BIGGER GAME Seminar

A one-day motivational program that will have you playing a bigger game in no time. An exciting event full of great strategies to achieve more, be more, do more and have more than you ever thought possible.

THE BIGGER GAME!

An inspiring, engaging, dynamic and interactive game that will have your entire team raising the bar.

90 Day Challenge

From ideas to reality in just 90 days. We provide you with the tools, resources and support to make your goals real.

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