

TAKE THE T OUT OF CAN'T

Early in 2007, Bryan Hattingh, CEO of Cycan (Pty) Ltd., a World Search Group member in South Africa, gave a presentation to a group of international business leaders in Dubai. The following is a summary of his presentation....

Effective choices have the power to change lives

Blind spots, self-limiting beliefs, assumptions and speculations – all these factors limit people's potential and can end up trapping them in mediocre lives, their unconscious competencies and untapped potential lying dormant year after year.. BRYAN HATTINGH, CEO of leadership solutions group **CYCAN**, says that making the right choices can put paid to the sabotage patterns that tie people into career paths that are unfulfilling.

In life people are most often constrained and confined by circumstances largely of their own creation. Their short-sightedness is generally a result of legacy views of the world, choices they have made, and a set belief in what is possible and what is not. The fact is that people are limited only by what they believe they can and cannot do.

Efficient forward motion

Think of Parkour, the physical art of displacement. Its unofficial motto is "To be and To last" (*être et durer*). Parkour focuses on uninterrupted movement, the aim of which is to move from point A to point B as efficiently and quickly as possible, using all the possibilities of the human body. It is meant to help overcome obstacles, which can be anything in the surrounding environment – from branches and rocks to concrete walls, and is practised in both rural and urban areas.

An important characteristic of Parkour is efficiency. The person must not merely move as fast as they can, but move in a way that is the least energy-consuming and simultaneously the most direct. According to the founder David Belle, the idea of Parkour is to use quick thinking with dexterity to get out of difficult situations, and to be able to go anywhere that one desires. To watch Parkour is to realise that most people's view of what is possible is minuscule compared to what is actually achievable. It's all about unconscious competencies: most people have no idea of how much they know, or of their hidden potential, simply because they never explore the possibilities. All of us possess skills that we don't even know we have.

The problem is that perception becomes reality. Worse still, the older we get, the more restricted and set in our ways we become, even though we may acquire greater knowledge along the way. What is required is a whole new point of view, a change of vantage point, a different way of *seeing*.

Ever looked at the night sky through a telescope? Or at a feather under a microscope? That should give you an idea of how many elements make up every object around us.

Expanding your view of reality is particularly important in today's fast-paced world – the rate at which change is happening around us makes it impossible to be a valuable leader if you choose to sit on the sidelines. Global warming, political unrest, terrorism, fundamentalism, massive skills and resources challenges – all these factors are contributing to the re-shaping of the world as we know it. This is where effective leadership becomes imperative. Truly impactful and positive leadership is achieved through example and character, not position. Leaders who are visionary purposeful, focussed, energised, and impassioned inspire and galvanize groups of people.

Expect abundance

All our lives we have been taught to avoid risk. The dictionary defines risk as the possibility of incurring misfortune or loss. The fact is that if it is managed and mitigated, risk can bring about

great success. The history books are full of stories of people who risked everything to achieve the “impossible”. However, during childhood we constantly hear words such as “can’t”, “mustn’t”, “shouldn’t” and the like. We are always being told what we cannot do, and it is frightening to think of the extent to which this limits our abilities in the long term.

There is so much abundance in the world around us. What are your expectations? Are you going to the pool of abundance with a thimble or a front-end loader with a fleet of trucks? From the day we are born, we set forth on the road to self-actualisation, but because we are conditioned to avoid risk, we become trapped in places that do not make us happy. Our self-limiting beliefs create habits that become the definers of how we live.

We constantly need to ask what we are doing to counteract those habits. This is where a facilitator can be most useful and constructive in helping us to look at ourselves in a holistic and positive light, and to think about options for the way forward. All we have is experience; whether it is good or bad, is how we choose to retain and perceive it.

September 11, horrific as it was, is a compelling example of the good that can come out of evil. This devastation galvanised the people of New York and engendered levels of courage, sharing, fellowship and bravery never seen in our daily lives. As the Twin Towers were crumbling, so heroes were rising. In the face of such enormous tragedy, the power of the human spirit was remarkable. We are not always able to control what happens to us, but we can control how we respond to it.

It all comes back to the question of choice. How do you qualify your criteria for success? Things such as title, position, the pedigree of your organisation, and earnings are all important factors when you make career choices, but none are imperative. What is vital is to know the scope of the challenge, the opportunities for growth, and the ability you have to impact, influence and add value to those around you. Ask yourself what about the opportunity is energising and impassioning. Are you able to define your alignment with the corporate vision? That is what will determine how much you will enrich – and be enriched by – the organisation and those around you. If you are settling for less than best choose another road to travel on and be prepared to do what it takes to reveal the light inside of you.

Contact:

Bryan Hattingh, Cyca, 011 883 1431

Usman Aly, Predictive Communications, 011 608 1700, usman@predictive.co.za