

*Presented by Peter Muir
President of Bizucate, Inc.*

Your Personal Learning Plan

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EDUCATION AT THE SPEED OF BUSINESS







"This is your last chance. After this, there is no turning back.

You take the blue pill -

**the story ends, you wake up in your bed
and believe whatever you want to believe.**

**You take the red pill - you stay in Wonderland
and I show you how deep the rabbit-hole goes.**

I know you're out there. I can feel you now.

I know that you're afraid...

you're afraid of us. You're afraid of change.

I don't know the future.

I didn't come here to tell you how this is going to end.

I came here to tell you how it's going to begin."













Simple Personal Learning Plan

1. What am I interested in learning?
2. Why do I want to learn about it? How will I personally and professionally benefit?
3. Where do I envision myself at the end of the learning in terms of application of my new skills and knowledge?
4. How will I know if I achieved my goals?
What skills will I be able to demonstrate?
How will my life be different?

I asked you a few things...

- **If you could learn about anything to help you grow...**
- **What's one thing to stop doing...**
- **What's one thing you want to start doing...**
- **What's one activity that defines you...**
- **Wildcard question...**

If you could learn about anything to help you grow...

- **Strategy, mission, resources, communicate**
- **Anticipating customer priorities and demands**
- **Effective use of media to communicate**
- **Value of certifications as part of PLP**
- **Goal setting and organizational skills**
- **Dynamics of interpersonal relationships**
- **Investing in real estate**
- **Education**
- **My client's business to help justify a sale**
- **Positioning as a total solution provider to public sector**
- **Creating a plan for growth and getting buy in**

What's one thing to stop doing...

- Stop staying late so I have me time
- Stop keeping everything and doing everything
- Stop assuming
- Stop over extending myself
- Stop working so hard
- Stop being afraid of the cold call
- Stop assuming revenue will come from the same place as before

What's one thing to start doing...

- Start saying “no” more often
- Start building a stronger professional network
- Start focusing more on my objectives
- Start putting family first
- Start having more leisure time
- Start being more aggressive with my database
- Start developing net new business
- Start improving communications

One activity that defines you...

- Participating and leading others
- Golf
- Roller coasting
- Stitched
- Basketball
- Being kind hearted
- Being goal oriented, focused
- Experienced networker

Wildcard, ask me anything...

- **Value of leadership**
- **Resources I read to stay on top of industry**

Some of us appreciate a process...

- **The following six slides are from Stephanie at LeaderTalk.org**

1. Reflect

- **Reflect on your successes and challenges from the past year. Name one thing that went really well that you would like to be able to replicate in the future. What made this successful? What did you do or how did you act? Name one thing that could have gone better for you this year. What went wrong? What could you have done that would have caused a different outcome? What did you learn from this experience?**

2. Opportunities

- Look at your responses to “Step 1”. Where do you see opportunities for growth? What skills do you need to learn or what knowledge do you need to gain based on your reflection? Think of this as a Gap Analysis – what skills and knowledge you currently possess compared to the skills and knowledge that you need in order to improve. What is missing?

3. SMART Goals

- **Create a S.M.A.R.T. goal (start with one – you can create more later) related to the personal learning need identified in “Step 2”. A S.M.A.R.T. goal is one that is Strategic and Specific, Measurable, Attainable, Realistic, and Time-bound. Here’s an example: By April of 2009 I will have bill my first customer for marketing services.**

4. Make/Modify a Plan

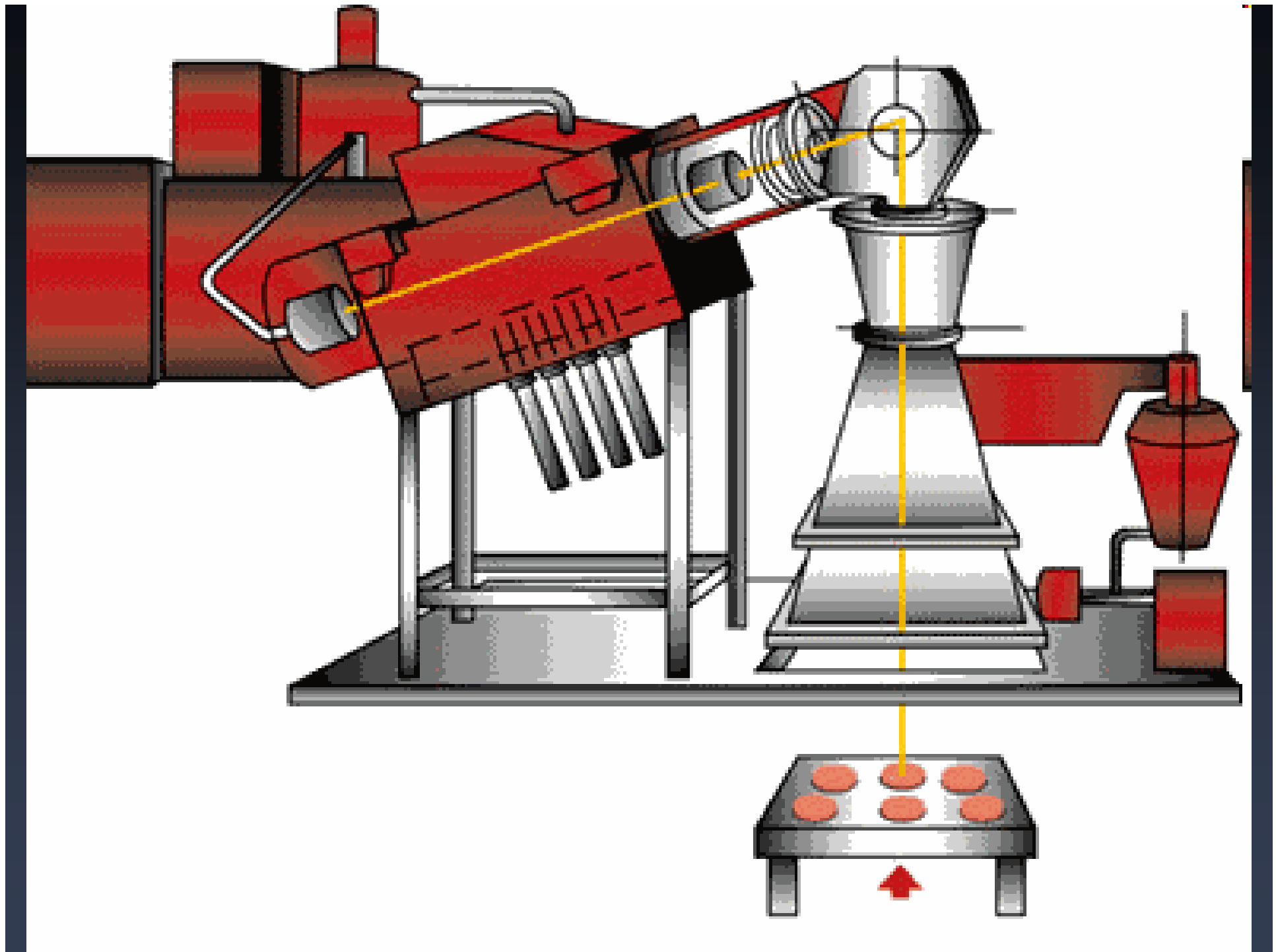
- **Develop a realistic Action Plan of steps or actions you will take in order to achieve your goal. An Action Plan usually answers the following questions**
 - **What will you do?**
 - **What resources do you need?**
 - **When will you do it, and/or what is your deadline for completing each task or action?**
 - **How will you know that you have been successful? (How will this be measured or evaluated?)**

5. Try It

- **Get busy! Start locating and acquiring the resources you listed in your Action Plan and then get started on your Action Plan. Remember to build-in time at the end of the summer for reflection on your learning during this time period.**

6. Take a Break

- Take some time **AWAY** from your PLP and Action Plan—spend time with your family and friends... go on vacation... do something completely non-work-related... relax and enjoy some well deserved time **OFF!**



**Some of you just need to be
inspired?**

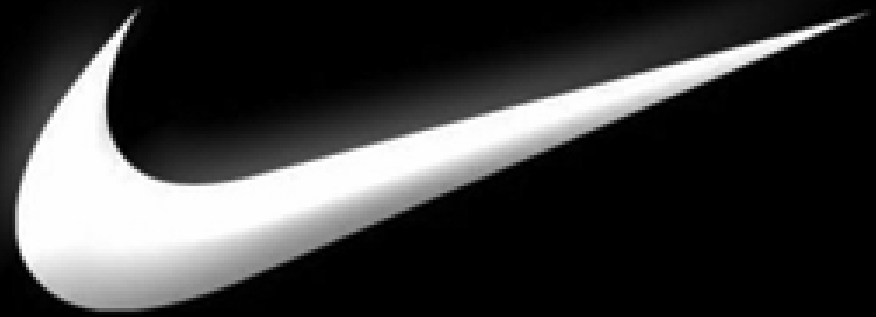


Where do you find your inspiration?









Just Do It

Start by asking questions...

- Question yourself
- Be willing to think about
- Then choose to try something
- You never know what you may learn

- I'm a journey man, not necessarily a destination one...how about you?
- How would all of this change if you had to include something your passionate about?

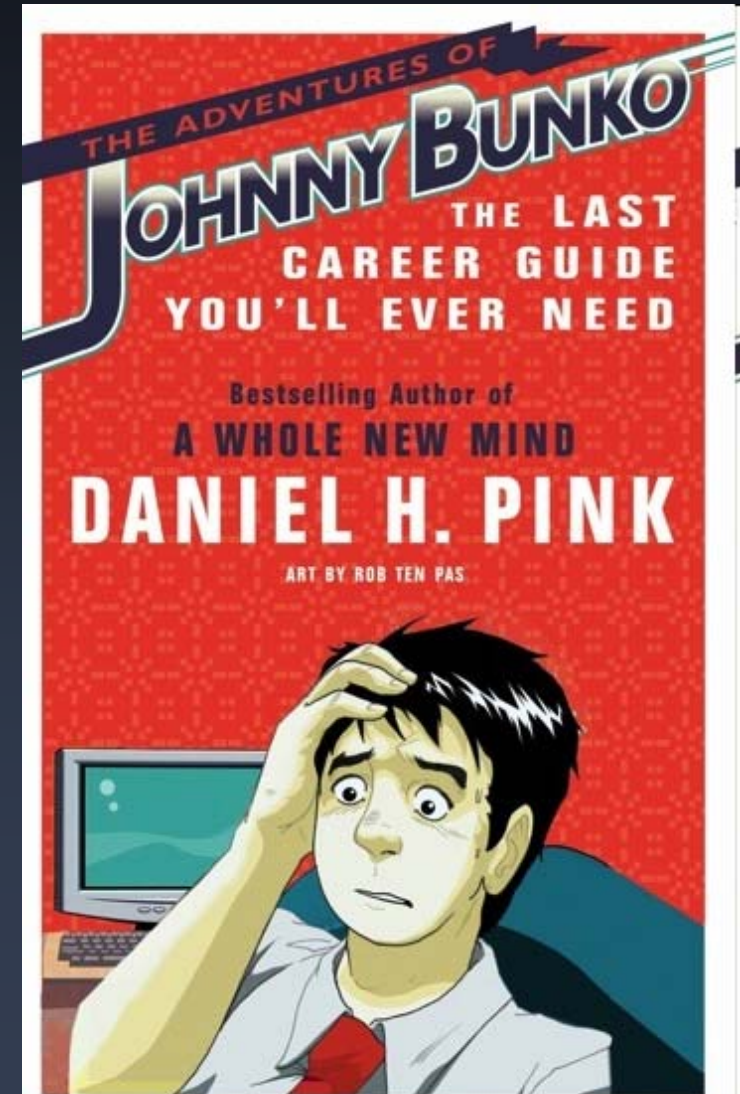
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- **One opportunity for increased knowledge**
- **Two behaviors to stop doing**
- **Three specific behaviors to start doing**



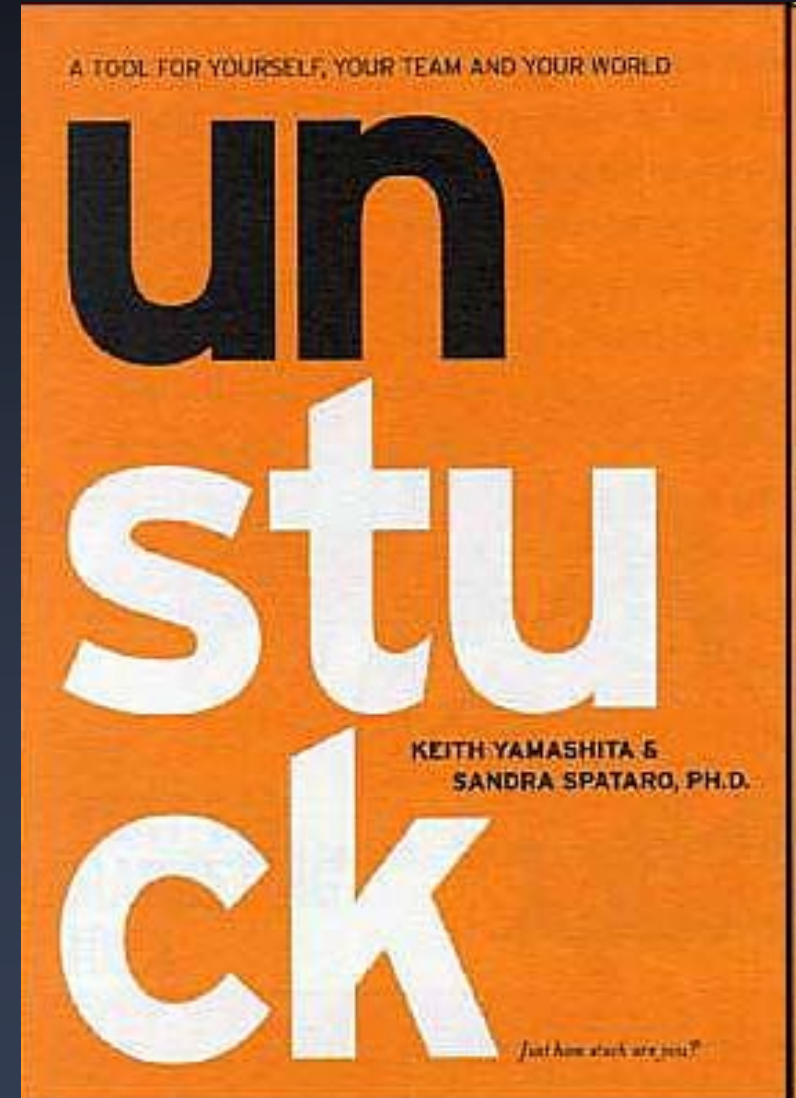
Make Bunko Choices!

- Daniel Pink
 - *Johnny Bunko*
- *6 Bunko Lessons*
 1. There is no plan
 2. Think strengths, not weaknesses
 3. It's not about you
 4. Persistence trumps talent
 5. Make excellent mistakes
 6. Leave an imprint



GetUnStuck!

- Keith Yamashita and Sandra Spataro
 - *UnStuck*
- *Serious Seven*
 1. *Overwhelmed*
 2. *Exhausted*
 3. *Directionless*
 4. *Hopeless*
 5. *Battle-torn*
 6. *Worthless*
 7. *Alone*



...or just quit!

- Seth Godin
 - *The Dip*
- One reviewer wrote
 - The one possible weakness of this otherwise terrific little volume is that it is aimed solely at people who are creative, intelligent and want to succeed. Those who are mediocre, unmotivated or just coasting through life will probably not get much from Godin. He is not an elitist, but his message is squarely aimed at those who want to succeed or at least achieve excellence.

the dip

A LITTLE BOOK THAT
TEACHES YOU WHEN TO QUIT
(AND WHEN TO STICK)



Bestselling author of *Purple Cow* and *Small is the New Big*

SETH GODIN

Thank You

- **Peter Muir, Bizucate Inc.**
 - Phone: +1 585 230 7383
 - E-Mail: pmuir@bizucate.com
 - Website: www.bizucate.com
 - Blog: www.bizucate.typepad.com
 - Skype: [pimuir](https://www.skype.com/pimuir)
 - AIM: [pimuir](https://www.aim.com/pimuir)
 - Mail: 157 Hausman RD
Green Lane, PA 18054 USA
 - Google Map: N40 20.281 W75 28.122
 - Twitter: www.twitter.com/petermuir