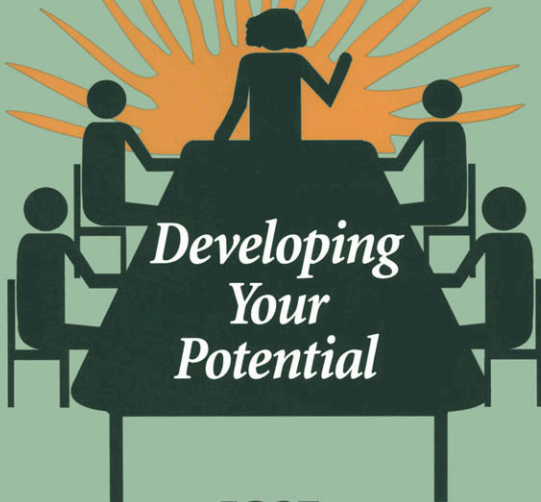


MEL HENSEY

PERSONAL SUCCESS STRATEGIES



*Developing
Your
Potential*

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PERSONAL SUCCESS STRATEGIES

Developing Your Potential!

MEL HENSEY

A HANDBOOK

Published by



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Abstract: This handbook for managers and leaders presents strategies used by individuals who have experienced professional success and personal fulfillment. In this volume, the author focuses on the individual and shares strategies that have been successful for him as well as for his clients. Strategies offered are based on recent research and focus on attitudinal or habitual behaviors and are designed to assist individuals in making changes and developing themselves to be more effective and successful.

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FOCUS OF THE BOOK

Individuals are (individually) unique! We each have different "body suits," roles, values, needs, beliefs, goals and journeys. Our journeys may be sad or joyful, long or short, noteworthy or anonymous.

The aim of this handbook is to draw on the wisdom of many resources and offer some strategies for learning and for increasing individual effectiveness and career satisfaction, no matter what your purpose or goals in life may be.

- **"Success" in this book is intended to be defined primarily by the reader's own goals, hopes, criteria and environment.**
- **It is organized (I hope) in such a way that the reader can find a needed topic quickly.**
- **Readers who want more information on a topic are offered additional resources in many cases.**

Brian Tracy (*The Psychology of Achievement* [tapes]; Nightingale-Conant, Niles, IL; 1994) ruefully observes that most of us come into life with a **complex operating system** called a body/mind and **no operator's manual!** He also notes that many of us never really learn how to use it well until we are in middle age.

We can do little to change the past, but we have more power than we realize to mitigate the past and to shape our future, as individuals and collectively.

NOTES AND CAUTIONS

“Time is the greatest teacher. Unfortunately, it kills all its students.”

... Jim Holt, *Management Review*

Some of the **strategies** that “successful” people have used to create their own professional success and personal fulfillment have long been of interest to me and may be useful to you.

My objective is to add to **your repertoire and toolbox**. Individuals with more options have a much greater chance for “success” ... however they personally define success!

- **These ideas and strategies may or may not “fit” for you, or work for you. You must consider and decide what, if anything, you will sample, explore or try for yourself!**
- **They are not intended as a substitute for professional assistance you may need, such as personal counseling, career counseling, health counseling, crisis counseling, legal or financial guidance or any other counseling need.**
- **In fact, one strategy that successful people often use, is to seek professional guidance or counseling or coaching in order to develop a particular skill set, or to deal with a particular need or situation!**

... Mel Hensey, 1999

WHY I WROTE THIS BOOK

Collective Excellence came into being because ASCE asked me to do it, and because **teams** are so important yet so underutilized in today's everyday work environments.

ASCE also asked me to write *Continuous Excellence*. I believed it was important because of the many misguided, expensive and often harmful organizational "fixes" being promoted across the land.

We live in challenging times! And so, when ASCE asked me to do another book, I thought perhaps the **Individual** needed to be the focus of this one. I took this perspective: What do I understand **now** that would have been very helpful to have known sooner?

So, **the topics** selected for this book come from my observations of what would have been helpful to me in my own life experiences and those of our consulting clients, our friends and family. And, I hope it will be truly useful to you.

The 20 chapters address some of the more common everyday puzzles and problems of life and work, about which I may have ideas to offer. There are many areas where I'd like to comment but cannot!

If you have suggestions or feedback, I'd be happy to have them come to me at ...

- 8220 Rivers Edge Circle, Maineville, Ohio 45039
- E-mail: mhensey@aol.com

Thanks and may your life and work go well!

Mel Hensey, PE, F.ASCE

Management Consulting Engineer, Maineville, Ohio, 1999

ACKNOWLEDGMENTS

Many authors, teachers, colleagues, clients and friends have contributed to almost every section of this handbook. Where feasible, I've acknowledged these contributions.

Yet, I also know that many other people, forgotten and/or too numerous to list here, have influenced my life and development, and the learnings shared here.

Specifically, I want to express my gratitude to ...

- **The Lord of Life**, for the opportunity to live, to learn, to enjoy this earth and my fellow pilgrims, and to contribute.
- **ASCE**, for asking and for pursuing this work in spite of my procrastination.
- **Carol Hensey**, my partner and spouse, for patient support in so many ways over many years.
- **John Parmater**, for influencing my consulting work and my writing style.
- **Many of our clients**, whose questions and situations have stimulated my consulting and my writing.
- **Ann Somboretz**, for talented word processing, formatting, graphics and editing.
- **The authors mentioned** in particular chapters, for making the effort to share their insights and wisdom.

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It's difficult to slice any holistic area like “personal development” into "chunks" and use linear thinking. Each chunk or topic relates to many others. So I've arranged these chapters in the style of a **handbook** to help the reader more easily locate topics of interest:

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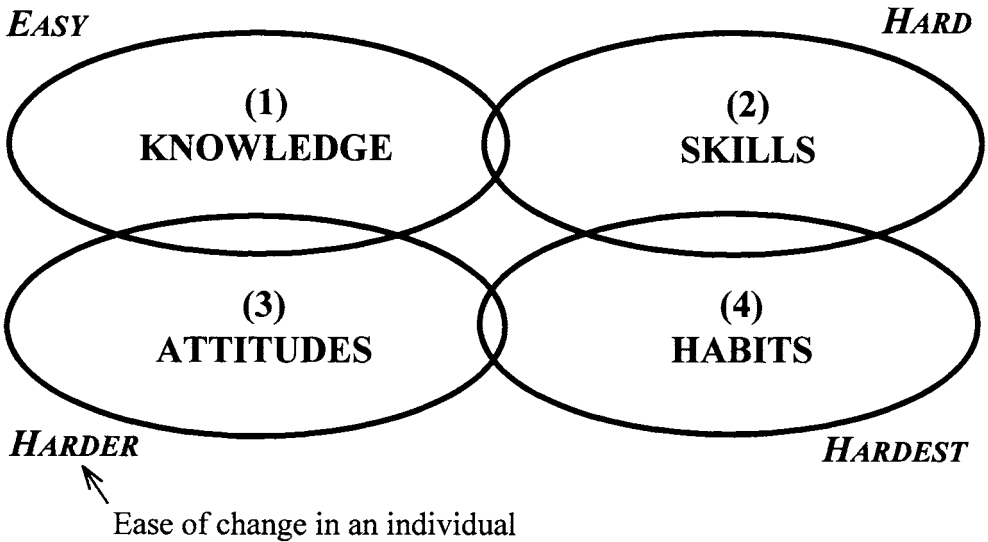
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FOREWORD

Many sections of this reference book attempt to assist individuals in making changes and developing themselves to be more effective and/or successful, in whatever ways they want.

I've noticed that changing **some** things—even a little—can be difficult and frustrating. Based on my own learnings as well as those of friends, I've examined what it is that is challenging to change.

Here's a “menu” of relative difficulty for making changes ...



Recent research suggests that a very high percentage of our daily behaviors are programmed by the **unconscious** mind. They are quite challenging to change even if we want to or ought to!

Many of the ideas offered in the following chapters are designed to assist with insight or cognitive processes. And, some ideas may also focus on attitudinal or habitual behaviors the reader wants to change for him or herself.