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CONNECT: Building Success Through People, Purpose, and Performance (Best Practices)

Keith Harrell, Hattie Hill
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KEITH HARRELL
& HATTIE HILL

CONNECT

BUILDING SUCCESS

THROUGH PEOPLE, PURPOSE,

AND PERFORMANCE

From the Bestselling Author of ATTITUDE IS EVERYTHING

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Keith Harrell, Hattie Hill : CONNECT: Building Success Through People, Purpose, and Performance (Best Practices) before purchasing it in order to gage whether or not it would be worth my time, and all praised CONNECT: Building Success Through People, Purpose, and Performance (Best Practices):

3 of 3 people found the following review helpful. Your success in life will depend on your CONNECTIONSBy John ChancellorCONNECT is very well written and contains plenty of wisdom necessary to succeed in business as well as life.Keith Harrell uses CONNECT as an acronym to get his points across.C - is for commit to win. Unless there is a

total commitment, most importantly with yourself, your efforts will fall short. O - is for open up to opportunities. Too many people have a closed mindset. If you want to succeed, open to opportunities. N - notice what is needed N - navigate by your purpose. You need to understand and be guided by your purpose in life. E - execute ethically C - challenge your challenges. Don't run from your challenges. Challenge them. T - transcend beyond your best. Then he gives us the BE - Attitudes to go with each CONNECT point. Before you DO, you must BE and the BE - Attitudes are a good reminder of what we should be. If we simply try to do, we will not succeed. There needs to be alignment of who we are with what we do. Therefore, the BE - Attitudes. Harrell not only gives us the CONNECT points and the BE - Attitudes, he goes into great detail explaining the importance of the points and how they effect our performance and success. The book is filled with interesting stories that bring home the points. At the end of each chapter is a series of exercises designed to implement the theory of the book. If you truly want to succeed in business and in life, you must connect with others. No one is an island. Keith Harrell does a great job of giving you the tools to connect. You still need to do the work yourself.

0 of 0 people found the following review helpful. Great Book for all those in business

By Jeff4IT The main take-away I got from this book was how important people relationships are in business. It takes time and effort to connect with those people, but they have the highest payout. It complements the ideas that I learned from other books like How To Win Friends and Influence People and Strategic Discernment: Building Relationships, Overcoming Politics, and Finding Career Success. I would recommend reading them all.

1 of 1 people found the following review helpful. The Attitude to Connect

By Dennis DeWilde Building on our human desire to connect with others, motivational speaker Keith Harrell uses the acronym, CONNECT, to present a seven-step attitude development process for personal success.

'C'ommit to win; develop a be accountable attitude 'O'pen up to opportunities; use a change embracer attitude 'N'otice what's needed and do what's necessary; have a be aware attitude 'N'avigate by your purpose; utilize a be vision centered attitude 'E'xecute ethically; practice a be performance and integrity driven attitude 'C'hallenge your challenges; have a be responsible attitude 'T'ranscend beyond your best; with a be the difference attitude

Promoting the ideas that 'thoughts matter' and that 'success requires a personal connection', the author says you must first 'care' to connect, by developing your ICARE (Intensely, Committed, Attentive, Ready, and Enthusiastic) statements. "When you have a mind-set that says ICARE, over time you will change your beliefs. Your beliefs will change your attitude. Your attitude will help change your feelings. Your feelings will help change your actions. And your actions will help you to connect." A lot of linkages before getting to the actions piece, hence the need for commitment to stay the course.

The book is easy to read and contains inspirational stories about the author and others that help to bring the points to life. Perhaps in recognition of the difficulties with developing a 'just do it' attitude, each of the seven-steps contains numerous other thoughts on attitude for a successful life. The book may be more useful for its provision of winning attitude ideas than for the structured self-help program it promotes.

Dennis DeWilde, author of "The Performance Connection"

It doesn't take long to understand why The Wall Street Journal calls Keith Harrell "a star with attitude." Keith Harrell, a.k.a. Dr. Attitude, helps you along on your path to success. Keith is a bestselling author, performance coach, and nationally acclaimed motivational speaker recognized for his innovative and enlightening presentations to Fortune 500 companies like Coca-Cola, IBM, Microsoft, and Southwest Airlines. His bestselling book, Attitude is Everything, helped readers improve their attitudes to impact the bottom line.

In Attitude is Everything, Keith taught readers to gain control of their careers and their lives by turning positive attitudes into successful actions. But attitude is only half the equation. Once you have super motivated employees, you need them to CONNECT to the company's goals and its mission to achieve maximum success. Success is built on connections we make with people and ideas. Whether it's connecting with customers to improve their service experience, or connecting with the strategic business plan and objectives for the coming year, the foundation for success starts with CONNECT. Here in Connect, Keith Harrell and Hattie Hill reveal the seven core competencies needed to connect individuals and organizations in order to heighten productivity and to maximize personal and professional success.

Commit to win
Open up to opportunities
Notice what's needed and do what's necessary
Navigate by your purpose
Execute ethically
Challenge your challenges
Transcend beyond your best

About the Author Keith Harrell is a motivational speaker and the bestselling author of Attitude Is Everything. He was one of IBM's top training instructors, with more than 13 years of corporate experience. Hattie Hill is a management consultant whose firm, Hattie Hill Enterprises, specializes in women's issues, leadership, and diversity. Reader of over four hundred audiobooks, Dick Hill has won three coveted Audie Awards and been nominated numerous times. He is also the recipient of several AudioFile Earphones Awards. AudioFile includes Dick on their prestigious list of Golden Voices.