

One Degree Makes all the Difference: Produce Better Outcomes

Written by: Carol Heady

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The difference between hot water and boiling water is one degree; 212° is when water boils at 211° the water is very hot. The difference between winning and losing a football game is one touch down or one field goal, the margin of victory for the gold medal in 2004 in the men's 800 meter race was less than one second. One degree, one goal, one second can make all the difference in the outcome; it's the difference between good and great. This can be applied to work or business outcomes.

Just think about the difference one more sales call might make or one more proposal you complete. The one call you make to an existing client that you haven't spoken to in a while to see if there is anything else you can provide or help them with. You do have control over your results and it only takes one more extra degree of effort to make the difference. It's the incremental, consistent effort that makes all the difference.

The real value is in the power of "One". If you challenged yourself to do just one percent more each day, that would be five percent each week, and 20 percent each month, that adds up to 240% per year. Just imagine how much more you would accomplish practicing the power of "One" and what that would mean to you, your work, or the company. What if everyone practiced the "Power of One", wouldn't that dramatically influence results? The simple, quick answer is an obvious yes. So, what holds people back? I believe it's the fact this requires taking responsibility for results or outcomes. The act of doing one more sales call, or one percent more work, or spending one less dollar per week isn't the hard part. The challenge for most people is the willingness to practice the "Power of One" and take ownership of results. If we take ownership of what we want to achieve then we become responsible for the outcomes. That creates the opportunity to be more vulnerable but, it also creates the opportunity to achieve more, have better outcomes and be more successful.

What's the one degree of difference for you? What would you be willing to do to make that one more extra degree of effort? What would the pay off be? Increased sales or revenue, earn more money, accomplish more in less time, or would it make the difference in terms of promotional opportunities or team successes? Perhaps it's working one less hour of overtime per week to make a difference in your personal life, could that one degree of extra effort achieve work life balance?

When will you begin practicing the power of "One"?

Comments are always welcome to the author; you may contact Carol Heady at 845-226-8047 or email her at carol@learningandperformance.net.