

Dusan's Apothegms III

- Those who thrive don't seek. They create.
- The only thing you have control over in life is "How you show up."
- A pinball machine mentality will always be a problem.
- Pain is inevitable at times and no one causes you to suffer.
- Positive thinking without discipline is the beginning of delusion.
- Cause yourself to move. Add velocity to necessary required actions.
- You have to be your own refresh.
- Trying to substitute resolve with political correctness will never work.
- Transformation is deliberate. It ends when it is no longer created.
- It is not responsible to speak an ungrounded opinion as if it were a fact.
- You always have choice even when you don't have alternatives.
- Create reality as it is and then choose who you will be.
- What are you "still" not dealing with that's keeping you stuck?
- Why do you seek happiness when you could choose to create it now?
- It's not a lack of knowledge. It's the unwillingness to implement.
- "Logic and contentment" is many times a disguise for fear.
- Theories and great ideas won't change your life but doing the necessary required actions will.
- Unreal conversations are very expensive.
- You don't have to like it. You just have to do it.
- You must "know where you are" before you can go further.
- Lack of leadership is what causes most business problems.
- Own your outcomes.
- How do you do it? Gradually, then suddenly.
- A problem you describe. A breakdown you declare.
- Look for someone to serve.
- Look at life through a telescope and not a microscope.
- Listening is a verb. It's an ongoing activity.
- Life isn't about finding yourself. Life is about creating yourself.
- Would you like to continue with this?
- Are you actually "willing" to change?
- Look at it without your story. Tell me what you see.

- Commitment is created.
- Children play with “activity” goals. Adults play with “results” goals.
- Whatever you are doing for “A” just makes “A” more real.
- Commitment is that which is demonstrated in behavior.
- Your results will tell you what you have been committed to in the past.
- Growth is the only evidence of life.
- If it’s not a commitment it won’t shape action. It’s that simple.
- Waiting for a big ah-ha won’t work. You have to create it.
- If hope worked we would all be thin, rich and fulfilled.
- When you lower your standards you deplete your life.
- Unreasonable people rule the world.
- People don’t change because they lie to themselves.
- You must create true value in the experience of others or be eliminated.
- Sometimes people will do stupid things to feel loved and significant.
- You can tell how prosperous people are by how they respect their time.
- The only thing between the present state and the desired state is action.
- You can be passive or you can be powerful but you can’t be both.
- It’s easy to hope that life will get better.
- Use rigor when you ask questions.
- What’s the burning issue?
- Is there goal congruence? Do the employees share the organization’s goals?
- What’s the real question that you need answered?
- Stick with the facts while problem solving.
- Circle behavior is rooted in the fear of failure.
- The fearful and hesitant don’t turn knowledge and skills into results.
- Commitment is a powerful declaration that shapes behavior.
- I AM is always a core commitment.
- Perception is reality except when it isn’t.
- Do you have the right metrics?
- You need the goods: commitment and competence.
- Ignore energy suckers.
- The problem with takers is that they won’t give.
- Takers are not bad people. They are just weak and afraid.

- Peace of mind equates to being in life with composure and power.
- Do your beliefs match empirical reality?
- Success requires being awake to yourself.
- Do you have an appetite or does the appetite have you?
- Learning best takes place in a feedback rich environment.
- A leader is paid to create results.
- “Let’s revisit this later” is usually code for “I won’t do it.”
- No one can live your life for you.
- Context is decisive. Positive thinking is not.
- Intellectual firepower is something that is created.
- If you think education is expensive try ignorance.
- Intelligent sounding excuses plus no results does not equal results.
- People will pay for performance but not theory.
- What outcome do you want? What behaviors would produce it?
- Create the intention to start paying attention to your life.
- Cutting-edge inner stances produce cutting-edge results.
- Never address your feelings to test your commitment.
- How do you want to use the rest of your life?
- Relate to people’s commitments – not their personalities.
- You did not empower yourself is the problem.
- The commitment to “how you show up” is what matters.
- You change something by owning the pattern.
- Nothing gets done out of complacency.
- Trying to do something is different than doing it.
- Dreams when not converted into projects soon turn into nightmares.
- Without a change in behavior you change nothing.
- Behavior alters from shifts in context.
- Waiting to see “how it’s all going to turn out” is to court disaster.
- A real goal is something that you are doing something about.
- There are facts and then there is your response to “the facts.”
- The “stars governing your life” is apathy.
- People almost never do what they think that they should do. They almost always do what they think that they must do.

- Add value on the spot.
- Play with a complete intention to achieving the result while maintaining a zero attachment to the outcome.
- Life isn't fair. You get what you create.
- Strong narrative – matching deeds.
- People speak in codes. “Someday” is code for “never.”
- What are you pretending not to know?
- A major source of failure for most individuals and companies is an imbalanced protection/correction ratio.
- If you don't deal with your reptile brain it will deal with you.
- Confidence is entirely overrated.
- Integrity is at the heart of getting things accomplished.
- Complaining is based on fear. Not wanting to change is also based on fear.
- A lukewarm attitude will guarantee being ignored and cost you a fortune.
- There is no such thing as sticker shock. They simply don't see enough value.
- The bottom-line is: it's what you live – not what you know.
- Hesitancy kills.
- Never generalize from a specific.
- To end suffering stop seeking, craving, and wanting.
- It's hard to keep faking reality.
- Is the challenge out-stripping your skill level or your commitment or both?
- If you don't create a driving force in your life you will have one by default.
- Don't waste your time on people that won't say yes and can't say no.
- When you know the answer – act.
- There is a difference between what you feel and what you do.
- Just notice that.

Credit: Collected and compiled through coaching interactions with Dusan's SLC clients and members of the Straight-Line Coaching community.

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