

Make A Difference

with the

▶ POWER OF ACKNOWLEDGMENT ▶



for
Churches

▶ UTrain&Coach™ PROGRAM ▶

MARY ROBINSON REYNOLDS

PREVIEW

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Dear Difference Maker,

We spend most of our waking hours with the people we work with. We have a responsibility as church leaders to help parishioners get plugged in and turned on to creating environments in which they can be part of a caring and synergistic culture. The goal is to train and help to invite our community to come and learn about God's tremendous love so that we can go forward in the world to use the gifts He's given us, for other's to know His grace and healing love too.

What we know is that, throughout time, stories are very powerful in transforming lives and in galvanizing movements across the nation as well as the world.

The stories I incorporate into this training are the world-famous - heart-jolting stories - the *Teddy Stallard Movie*, the *Acknowledgment Movie* and *The Simple Gesture* - all together having been viewed over 10 million times in the past few years as flash online movies at our website.

These 3 particular stories are both as relevant for business and community leaders as they are for organizations, schools and churches.

They generate Synergism in 4 specific ways:

- 1- Promote the importance of making time to connect with all people.
- 2 - Generate instant needs compassion and understanding.
- 3 - Create a catalyst for change.
- 4 - Cut across all demographic and cultural barriers.

These stories are all about realizing that One person's act of compassionate caring, kindness and connection can make a huge difference.

So as you bring my training program to your staff and congregation, you are going to see these stories build a strong foundation that resonates with people very powerfully.

The **Make A Difference with the Power of Acknowledgment** training program is motivational and inspirational that will create an immediate climate change in your organizational environment that sustains over a long term with a far reaching impact into your congregation; and then reaching out into your community.

The core of a healthy church organization is a culture of regard among peers. Respect for the ministers, board, your co-workers, volunteers and respect for the people you serve in your congregation as well as your vendors is essential ...and, if you can instill that into your organization the same way we try to instill that into our children, it will make a strong and lasting difference.

This program is for the church leaders who are trying to make a difference through deliberately and intentionally igniting the power of what happens when people openly and consistently Acknowledge one another; bringing people together in the spirit of harmony and good will.

This program:

- Gives you time tested, strategically placed exercises that will help you give experiential training in effective ways of unify people.

- Shows you how to apply what you are learning from the Sessions and companion Sermon Starters, in the real, everyday world.

You are going to get lasting tools that will allow these 6 Sessions (total) to be more than a one-time climate changing experience. You will find that the specific information and unifying experiences will bring about long term - self-sustaining synergy.

The Acknowledgment Activities in this program have been field tested. With the kind of negativity that's going on in the world today, there's never been a more important time to learn exactly what will negate and align polar opposites to create a most effective, productive synergistic organizational environment; AND this will not happen by telling someone that they just need to be more positive!

When people feel Acknowledged, they are able to then experience compassion, a sense of belonging and connection that feels like *coming home*; and when this happens, you get the best from them.

Reaching out to make a difference ...
Mary Robinson Reynolds

Introduction



This **Leader's Guide** provides you with a Kick-Off Motivational Talk for **Make A Difference Day, Week or Month** with five 25-minute and 50-minute Sessions and Integrative Activities. This complete **TRAINERS Package** provides everything you need to conduct effective training and activities with sessions based upon the "Who I am Makes A Difference" story and **Acknowledgment Ceremony** by Helice Bridges and subsequent **Acknowledgment** created by Mary Robinson Reynolds.

Whether you're a seasoned minister, training professional or a volunteer or leader with minimal training experience, this program will prepare and equip you to present the ideal **Make A Difference with the Power of Acknowledgment** learning experiences in your organization setting.

This is a **UTRAIN&Coach®** program because, not only will you be delivering the training material, you will be conducting activities where **you will be coaching** leaders, administrators, volunteers and staff through thought provoking activities and role play that generates new insights, understanding and applications. You want them to walk away with an advancing skill set that they will confidently pass along to others.

INCLUDED MATERIALS: Within this complete **UTRAIN&Coach®** Package, you will find the following easy-to-use components to assist in your training delivery:

- ✓ A complete 165 page **Leader's Guide & full Trainers Outline** – to print and follow.
- ✓ Download of **Energy Illustration** and **Training Video: Transformational Attitudinal Energy**
- ✓ 81 **PowerPoint® Presentation Slides** – an outline included.
- ✓ The **Acknowledgment Ceremony Story Movie**, **Teddy Stallard Story Movie**, the **Colors**, **What I Can Say When I Talk to Myself: My Best Self** Movie, **Naturalist and the Eagle Parable Movie** and **The Simple Gesture** Movie. (Embedded in PowerPoint Presentation)
- ✓ 6 **Common Session Starters** – for *Make A Difference with the Power of Acknowledgment Series* which coordinates with Staff/Volunteer Training Sessions.
- ✓ A **Program Announcement mini-poster** – to print and post throughout your facility (with a blank text box in center to add your training session information).
- ✓ To provide our 'I Make A Difference' **Wristbands** and **Acknowledgment Stickers** at Quantity Discounts Go to: www.MakeADifference.com/Acknowledgment



Make A Difference Program: Intention



You can dream, create, design and build the most wonderful place in the world... but it requires people to make the dream a reality.

—Walt Disney

The difference between mediocrity and greatness is... how you acknowledge the greatness in others as well as how you acknowledge the greatness in yourself.

Intention/Objective:

The learning activities provided in this UTRAIN&Coach® activities program are designed to help everyone in your organization reach a sense of a greater "community" by learning how to successfully Acknowledge our own greatness and then share the greatness in everyone else. This program teaches that:

- 1) We have a responsibility to offer ongoing training for our ministerial leaders, volunteers and staff, department heads, volunteer coordinators, board members and administrators in order to be valuable contributors toward our goals. The intention of this program is to assist everyone in your church staff and congregation to believe in themselves, to have and honor their own dreams and dreams for the growth and reach of their church.

To make a life-affirming difference in the world by experiencing one success at a time with the miraculous, transformational power of God's love, step by step.

- 2) We ALL have a responsibility to each other to step in and make a difference when opportunities present themselves, because by being a part of a community of caring people, we learn that "me" becomes "we."
- 3) We can change the world one person at a time by encouraging parishioners, volunteers and staff to encourage others by passing acknowledgment on. If 1 of them can touch 1; then 1 can touch 3! This becomes exponential in its reach.

Daily Acknowledgment of Others and of Oneself is Energizing!

Training Preparation



Make A Difference with the Power of Acknowledgment DAY/WEEK /MONTH is a comprehensive 6–Session Program (Opening Kick-Off Motivational Talk + 5 Sessions of Activities + 6 Sermon Starters.) It is designed in 25–minute and 50 to 80–minute segments to meet a variety of organizational training needs.

Review the material in this package several times to become comfortable with the format and the day’s session, movie, discussion and activities. This will ensure that you are prepared to help participants gain the most from their learning experience.

Consider which activities will be appropriate for your group – based upon your goals for Making a Difference and the time you have available. Once you have decided which activities you will conduct, gather the presentation materials and equipment you will need and have them available for each session. And, be sure to have an adequate supply of **"I Make A Difference" Wristbands and/or Stickers**; order 3-4 weeks in advance.

The included PowerPoint slides will help you stay on track. Preview the slides prior to the entire Week’s Activities and be sure to "hide" slides pertinent to activities you have chosen to omit. And consider customizing your training and accompanying slide presentation by adding (copy & paste) visuals from the "Resource Slides" file provided with this package. Then, practice going through the slides and notes so that you’re familiar with them and comfortable with their use. (Note: To "hide" a slide: go to "Slide Show," Tab and then select "Hide Slide." The program will skip over the slides you have hidden. Follow the same process to un-hide a slide.)

For each session’s activities, we suggest you send a memo or invitation to participants – approximately 1 week prior to the **Make A Difference Day/Week/Month**. The invitation should include the specific time and location for the event, the intention/goals of the training, and what type of preparation is requested.

Consider Opening Kick-Off Motivational Talk, adding your specific program information – and then printing and posting the included **Program Announcement mini-poster** as a reminder to your entire organization. And, of course, you’ll want to provide **3-5 "I Make A Difference" Stickers and/or Wristbands** for twice as many people as there are participants.

How To Use This Material



If you are the Lead or Associate Minister, Board Member, Organizational Leader, Volunteer, Team Leader or the Administrator intending to take this training to your staff and congregation, you will find included in this **UTRAIN&Coach®** package the **Kick-off Session** and **5 subsequent Training Sessions**, Topics and Activities PLUS **6 companion Sessions** for a Series. This Acknowledgment program is designed to create a compassionate and synergistic culture. You will want to utilize it to get your own presentation prepared and ready to go.

If you are reading this with the intention of enhancing your organization's culture, my recommendation to you is also to read through the content several times, thinking through how this applies directly to existing relationships and operations.

Make time to watch the recommended free companion videos and training videos at the website links provided to expand your visual understanding.

The life transforming content provided in this **Make A Different Day/Week or Month** has been created to go along with the "Who I Make A Difference" – Acknowledgment Story and Acknowledgment Movie. The intention is to go **ON** with Acknowledgment Wristbands and/or Stickers.

Give 4 "I Make A Difference" Wristbands and/or 10 Stickers to every person in your organization with an intended reach into your community.



Church: Appreciate and acknowledge leaders in your organization and everyone working along side you by Acknowledging them with an "I Make a Difference" Wristband and/or Sticker. Keep the momentum going from this day/week /month by making available in your bookstore, inspiring and motivating companion books for each phase of this program:

The Power of Acknowledgement Book, Connecting with Colors Personality Styles Book, God Wants You To Be Rich, The Power of Compassion: 7 Ways Make A Difference Gift Book & DVD, Gifts by the Side of the Road Book and The Lord's Prayer.

Order quantities: www.MakeADifference.com/Wholesale POs Accepted

Getting Started



UTrain&Coach® Program: You are a Minister, Presenter, Trainer and a Coach all in one.

As a the Presenter of this program, your #1 objective is to Engage your audience by being prepared. Preparation commands audience attention. If, as an Associate Minister, Board Member, Administrative Staff member or Volunteer Leader you are the designated presenter and you have never spoken to a group before, you will want to get involved in speaking groups such as Toastmasters.

For the seasoned presenter, you know the importance of practice, practice, practice, getting your script well in mind so you can go with the flow of your audience's connection to the movies, discussions and to drive the material for immediate learning insights and ah-has!

As the Trainer and Coach of this material, your #1 objective is to coach everyone through the emotional and behavioral issues that may come up as a result of the movies and the discussion questions to keep everyone safe and invested in learning how they do in fact Make A Difference in somebody's life every single day. The question being: what kind of difference are they making?

These are field tested activities AND have proved themselves to be unifying and uplifting for participants. However, as with any training and presentation there is always an element of risk. The risk being that it triggers someone's hurt and they strike out to hurt others. Every congregation has people living in these life situations.

Hurt People, Hurt People

If we are to deal effectively with the Bullying / Abusing issue, we must BE the example!

We must model "how we should have a heart" of the issue without "out-bullying the bully."

Again: Be Prepared! I request that you invest in my ***The Power of Compassion: 7 Ways You Can Make A Difference Gift Book & DVD*** and get my "What, If, When Technique" down solid first, before leading this program.

www.MakeADifference.com/Compassion

You must be an "investigator," not an authoritarian disciplinarian when this happens. Learn how in my 3 hour **UClick&Play** Slideshow training program, **Victim No More: Diffusing Bully Behavior** available: www.MakeADifference.com/VictimNoMore

MATERIALS TO PURCHASE: Order 3-4 weeks in advance of your Kick Off.

For your **Kick Off** Acknowledgment Ceremony; ORDER in advance **4 "I Make A Difference " Wristbands** and **10 "I Make A Difference " Stickers per participant.**

For **Session 1**, *Connecting with Colors* Movie and Test which includes using **Color** **"Connection Turns 'Me' into 'We' = Synergy" Wristbands** (in Blue, Green, Red, Yellow, Purple, Orange, and Silver). This is another uplifting and highly engaging activity to get people to practice **Acts 17:24** by recognizing the Strengths and Greatness in each others' Color Styles.

OPTIONAL: 3-4 Sundays before the Kick Off to the Series, invite your congregation to take the **FREE** 7 question Color Personality Style Test. If you have email newsletters remind them of their deadline 3-4 weeks out, to get online and get it done. You are welcome to embed the **FREE** Test Link & Graphic at **your church's website** for them to come and take the test from there.

The image shows a graphic with a white background and a light blue border. At the top, it says "Find out Your Predominant Color Style". Below this are two buttons: "Take Free Colors Personality Style Test for Adults" and "Take Free Colors Personality Style Test for Tweens/Teens". Each button has a "Click Here" link. Below the buttons, it says "Your Results will Include:" followed by a bulleted list: "A general description of your predominant, or 'primary' color personality style.", "A description of your Strengths, Intellect, Motto, Problematic Area & Quirk!", and "A recommendation about how to better relate to the other Color Styles".

Should your church invest in the PSPs - Personality Style Profiles in any one of the 7 Life Areas - giving access to each person - (they can choose one of any PSP that is an area of need for them) you can create a **group report of your entire congregation's results** which you can then create a print out or video to see. You can either post the group results online, or in the Sunday bulletin, or on the church bulletin board. This will also let you know how many Color bands you need.

Participants particularly enjoy this part of the Color's test results and program – the Color Style Wristband Acknowledgment Ceremony; it carries well into the conversations going well beyond the Fellowship Hall and becomes a point of conversation and understanding for weeks, months and even years after the session/sermon.

To Order Color Wristbands with **Your Church Website** imprinted on the inside of the **Wristbands**, you will simply need to register as a Wholesale **Retail Re-Seller** at:

www.MakeADifference.com/Wholesale

Increasing the Bottom Line



Using the Power of Acknowledgment in Increasing Your Business Bottom Line

As I'm mentioned earlier in this manual, a Church is a business and as with any great and expanding dream and/or venture, Core Values, your "reason for being," must define your success in life.

To help you or your congregation reinforce what's most important, and to show you care, begin with the simple act of organization-wide acknowledgment. It will have a continuous exponential ripple effect!

Acknowledgment makes for more productivity!

According to Professor Daniel Goleman, who conducted research on how emotions affect the organization for his book *Primal Leadership*, there is a direct correlation between morale and the bottom line.

To the church leader: Real leadership begins with your own commitment to inspire the best in others and be the difference you want to make in your lifetime.

Cooperative leading is a philosophy and attitude - that will work wonders for anyone in any type of leadership role. Emerson said, "It's one of the most beautiful compensations in life that a person can help another without helping themselves."

One study found that a 1 percent increase in the "service climate" - that is, the general cheerfulness and helpfulness of a staff - saw a 1 percent increase in revenue.

Do the math to determine how much of an increase in "service climate" it will take to increase your revenue as much as you may need right now.

There is a current Top 10 List of Organizations that are Growing and Hiring in the midst of the economy - one of which is Dreyer's, a \$2 billion company with more than 6,000 employees.

It just keeps on growing because of their ... "I Can Make A Difference" Environment.

Change is cited as a major cause of organizational negativity:

The newest research shows that negativity in the organization can significantly hamper staff productivity. People in fear of change create negativity within themselves and often the service environment amplifies such negativity and transmits it to others. It's everywhere!! Negativity breeds negativity and on it goes. What can you do about someone or something that is so negative all the time?

Understand - rather than resist - where negativity originates: fear. Please watch the 16 minute Energy Illustration included on [PowerPoint Presentation Slide #53](#)

Abraham Maslow, known as the father of modern motivational theory, based his famous work *Motivation and Personality* on his studies of people as psychologists and humans. His theory asserts that individuals are more capable, rational, and self-reliant than previous theories had suggested.

The central core of his thesis is that man is an ever-evolving creature. As one desire is satisfied, another surfaces, and he goes to the next level. In his "hierarchy of needs" chart, he showed a five-stage progression—from survival, security, and belongingness, to self-esteem and finally self-actualization. In 1990, aesthetic and transcendence were added as upper levels in the hierarchy.

Having worked with organizations throughout the United States, varying in age, sex, race, financial status, and lifestyle, I have found it to be obvious that, although their concerns span a broad spectrum, they follow quite nicely the progression outlined in Maslow's chart.

There is little similarity between the person who is concerned about basic survival issues such as where he is going to go for his next meal, where he will sleep, how he will clothe himself, and the person who is focused on change, a divorce, or life purpose. I have found one consistent, all-pervasive theme that appears to be a major issue to all people regardless of their life conditions, status in society, or background: the need to connect with someone else, with understanding and regard.

All the techniques and exercises included in [Make A Difference with the Power of Acknowledgment](#) & Coach Program have been used by my clients and workshop participants to compassionately deal with basic human need and fears which can result in communication breakdowns and organization-wide loss in profitable momentum do to negativity.

These methods will dissolve negativity and create a greater sense of community and synergy among members, thereby extending out to the entire group and the organization's resulting credibility.

Synergy begins with compassionate attention, connection and acknowledgment.

As you work with the methodology described and experienced in this training, negativity is gently dissolved and resolved.

Claim your right to be a happy person, start acknowledging the best in others, and you will start feeling it yourself!

First, believe in what you are here to do.

Second, believe in the greatness inherent in ALL people.

Third, rest assured, when acknowledged, people WILL take good works forward.

Acknowledgment Dissolves Organizational Negativity

Staff Meetings: Give the gift that gives back: acknowledgment. Whether you are leading a team of people or just trying to conduct a conversation with your teenage child, the power of acknowledgment will help you break through the negating undercurrents that may be deterring your success. Making the time to acknowledge your volunteers and other members of your staff or congregation keeps energy up and productivity flowing.

Extended Family: Your members' families have a vested interest in the success of your organization. Acknowledgment most certainly must include the spouses when they are invited to organization events and celebrations.

Members, volunteers, service providers: Showing these people gratitude and acknowledgment for their decision to give their time is KEY. Give them an "I Make A Difference[®]" wristband every chance you get when give them three more to pass on to someone important to them.

*Give additional gifts throughout the year: Posters, *Make A Difference* gift books and movies on DVD.

* If you have a job space "Make A Difference" collateral material surrounding your members. Have DVD movies playing on a television for everyone to enjoy.

Immerse your volunteers and staff in acknowledgment of their importance and show them the organization's dedication to making a difference.

Reports will come back from referring members about the significant shift the "I Make A Difference[®]" Wristband /Sticker Acknowledgment provides and continues to provide.

Never underestimate the power of one person to have an impact in this world, by simply acknowledging one person at a time.

TEN WAYS to Use "I Make A Difference®" WRISTBANDS & Stickers

- 10 - At meetings or conventions to reinforce the fact that "Who" each participant is and life Makes A Difference.
- 9 - A volunteer, staff, service recipient or provider birthday gift, because the one who really does make a difference.
- 8 - As a Thank You for "going the extra mile" because it made a difference.
- 7 - As an Appreciation for what someone just unexpectedly did for you because it made a big difference.
- 6 - To positively impact Organizational Negativity when crisis intensity and/or reorganization is occurring.
- 5 - When a volunteer, staff, parishioner, service recipient or provider comes through the door, they are greeted and personally acknowledged and given three more to give to others.
- 4 - At each monthly volunteer and/or staff meeting, set aside time for volunteers and /or staff to recognize one another for what they have taken place recently.
- 3 - As a "leave behind" or "thank you" gift for the people you are serving through your organization.
- 2 - As a gift to celebrate your congregation's anniversary or service outreach goals.
- 1 - Keep a box of extra "I Make A Difference®" Wristbands for everyone, from staff to the members and volunteers to take with them and to pick up three to pay-it-forward. The Goodwill generated will come back to you.

NOW is the time for all church leaders to expand their knowledge base to meet the needs of Today's World. If what we've been doing was working, then it would be working throughout our communities. This is about becoming highly trained, skilled, effective and confident in dealing with Social-Emotional Issues. We simply MUST invest in our people.

The #1 Excuse I hear most often: "I don't have time to deal with the social-emotional issues in my organizational setting. I have to accomplish X per day or we will lose our members."

The difference between an effective leader and one who is not is that the effective leader understands that it is only AFTER you create a safe and engaging service mind environment / culture that people can THINK and stay emotionally present and therefore internally available to be highly productive.

To understand more fully how imperative creating an emotionally healthy and compassionate culture is, make the time to listen to my interview with a reporter about what happens in our communities that we as adults are still needing to learn!

www.MakeADifference.com/VictimNoMore

After completing my *VICTIM NO MORE: Diffusing Aggressive Behavior* program, you will need one more session to walk your leaders through the Make A Difference Day/Week/Month Activities and your GOALS and EXPECTATIONS for them.

To adequately prepare for the Make A Difference Day/Week/Month ahead, this adds up to four training sessions: M-T-W-Th or T-W-Th-F. There's a saying:

Poor Leaders Tell
Rair Leaders Explain
E Good Leaders Demonstrate
E Great Leaders Inspire

Learning how to inspire means learning how to deal effectively with social- emotional issues so they simply become non-existent.

There may be staff members / volunteers / organizational leaders / administrators who will resist using 2 full hours for their training Kick-Off Presentation on Day 1 PLUS the activities offered in Session 1. This Connecting with Color Personality Styles **session is so important following the Kickoff Motivational Talk** that it simply cannot be cut back time-wise and still set the participants up for SUCCESS as they get out of their comfort zones to begin reaching out to Acknowledge others.

You may be thinking, "I'm working with grown adults here, what's so hard about Acknowledging others?" If it were simple, easy and a consistent practice within an organization, then there would be no need to give people this opportunity to explore and explore their ability to expand their reach to the next level.

As an administrator of this program, you must be affirmative and encouraging with others to simply take this one day/week/month out of their lives to undertake this "experiment" ... it just may mean that their people effectiveness skills will make a quantum leap in their ability to excel productively after each of the Sessions of expanding participants' social-emotional abilities.

It was Mark Twain who once said ...

"If you do what you've always done, you'll get what you've always gotten."

Think of this as a Life Enhancing Experiment to be completed in 2 weeks starting with the **Week Before Make A Difference Program Kick-Off** *Victim No More: Diffusing Bully Behavior* 3-hour training; Plus 1- hour training preparation for becoming Make A Difference Day/Week/Month with your coordinators.

www.MakeADifference.com/VictimNoMore

OPTION #1: For Board, Staff and Volunteers

Make A Difference with the Power of Acknowledgment WEEK = 5 Days Total

Day 1: Motivational Talk, Personality Session 1 Activities

Days 2,3,4,5 Sessions

OPTION #2: Make A Difference with the Power of Acknowledgment 6 Weeks Total

Week 1 – KICK-Off Opening Motivational Talk **PLUS Session 1:** Total 2 hour training. Depending on your time allotment, you have been given 25 minute, and 50-80 minute plans.

Week/Session 2, 3, 4 and +5 ... As the weeks are unfolding, make it a point to NOTICE the energy of your staff, volunteers, members and environment. NOTICE the emotional climate. Is there a greater sense of peace and happiness throughout the entire area? NOTICE your energy.

Please Note: **Sermon Starters coordinate with Kick Off Session & Weekly Series*pg. 114**

NOTICE emotional issues that rise to the surface. Don't minimize: *Lean into them.*

People may experience the relief of tears and community acceptance. This is what healing social-emotional issues within an organizational culture is all about. Healing can sometimes appear to be a little messy before the shift takes place ... hang in there.

It will not be necessary to use force or shame to make anyone participate. The activities in this program have been field tested and are designed to gently peak interest in your own eventual involvement.

Remember you are learning how to draw participants out into their best selves, and every large percentage of our population spends their time in the safety and loneliness of painful isolation.

Make learning fun by teaching participants to laugh at themselves, find success in the appearance of failure, and teach the concept of planting and nurturing "seeds."

Do the work.
Have a heart.
Stay the course.
The work will show!

Your emotional security will be assured. You will be called on to advance in higher levels of leadership, responsibility and reach.

CLOSING COMMENT: To quote my very good friend and colleague Bill O'Hearn...

"There is a great secret hidden in the words of Anne Frank, and I want to share that with you now..."

How wonderful it is that nobody need wait a single moment before starting to improve the world.

"Starting to improve the world sounds way beyond the possible - after all, who are we to assume that we can do such a thing. But, you can. And all it takes is a determination to grow yourself towards becoming all that you can become.

"Dr. David Hawkins, after years of scientific study, discovered that one person growing to their next level of being can literally affect several thousand people."

Kick-Off Talk



Sample Motivational Talk: 45-60 minutes

Opening: Welcome **Presentation Slide #P1**

Each and every one of us is here to Make A Difference. Everyone in this room has a gift or her own special intellect and talent that's perfect for them.

How many of you have a dream? (raise your hands) Your dream is very important because it is how you WILL make a difference in this world.

Every single person in this room today has his or her own insecurities and fears; most of us have learned how to hide these things, but they are with us until we learn how to successfully resolve them.

Did you know that ... No matter what is going on in your life, reaching out to acknowledge someone else will always make you feel better!

Whether you're sad, depressed, lonely, scared, you're not smart enough, good enough, good looking enough, athletic enough, this enough, that enough; if you want to FEEL better about yourself, you are going to learn what we are going to go out and do as an entire community this week.

(repeat with emphasis)

Truly, truly ...**No matter what is going on in your life, reaching out to acknowledge someone else will always make you feel better!**

Presentation Slide #P2

This week we will COME TOGETHER WEEK/MONTH to come together in ways you never believed possible. Because together we WILL make it possible. TOGETHER we WILL MAKE A DIFFERENCE. Because we MUST!

You cannot turn on the TV, or in some cases go home, or go out the front door of your homes, and not see some of life's most challenging situations being played out, because people just don't know how to value themselves or each other.

Acknowledgment of yourself and others, who you are and who others are, and honoring your dreams and other's dreams, will change our world for the better.

We're going to kick off our **Make A Difference DAY/WEEK/MONTH** with a short movie of a "heart opening" true story about an Acknowledgment Ceremony created by a woman named Helice Bridges over thirty years ago. Her ceremony prompted the actions of one teacher that dramatically altered the life of a business man and his 14-year old son.

PLAY Acknowledgment Movie [Presentation Slide #P3](#)

Open microphone (have the participants stand to answer and have floating microphone to get over to them so everyone can hear their insights)

Discussion Questions:

What were you thinking and feeling when the teacher acknowledged her participants?

What were you thinking and feeling when the student acknowledged his mentor?

What were you thinking and feeling when the young business man acknowledged his grumpy boss?

What were you thinking and feeling when the grumpy boss acknowledged his son?

How did seeing the gun make you feel? What did you feel about the boy?

Do you know anyone who might feel isolated, lost or hopeless?

What can we conclude from a real, true story like this one?

This leads us to the most important question of all ...

What are some reasons why we DON'T Acknowledge each other more often ... if at all?

Invite audience discussion on this, and then show the Top 7 Reasons slide.

To conclude our conversation:

Top 7 Reasons why we don't acknowledge one another. Presentation Slide #P4

1. Jealousy and envy; fear of being seen as insincere flattery, fake.
2. Speechless; as in "ah, don't know what to say," can't find the words.
3. I'll do it tomorrow; tomorrow never comes.
4. That person is so great they don't need it or it'll give them (a bigger) head.
5. If you do it too much it will lose its impact/importance.
6. Fear of being rejected; blown off.
7. Don't belong, so why bother.

Error Thinking:

Scarcity mentality is the fear based, negative belief that "more for you" means "less for me." The term, "Zero-Sum" means that "there's not enough pie for everyone." And so we think that by withholding Acknowledgment we are somehow preserving something for ourselves! This makes no practical sense.

Presentation Slide #P5

This WEEK/MONTH WE are going to learn how to Successfully Reach Out to Acknowledge others to Make A Difference because we JUST DON'T KNOW whose life we may be saving or making a difference.

The life we may be saving may be someone we are very close to, someone we hardly know, a stranger, or even our own!

This is NOT just a slogan; this week is about being "Life Changers!"

In each Session, you will be given activities and skills that you can go out and practice to Make A Difference through the personal power of Acknowledging others right here as well as in your organization, home and community.

Presentation Slide #P6, 7, 8

Top 7 Reasons why we MUST make acknowledging one another a priority: causing a NEW SOCIAL TREND.

1. To Celebrate connection, successes, authentically.
2. To learn how to "find the words to express acknowledgment" is a success. You can't see something great in someone else if that greatness does not already exist in them. So, it's essentially as if you're acknowledging yourself, too!
3. To practice "doing what's in front of us to do." Embracing opportunities!
4. You cannot ever know just how much that person may in fact need your acknowledgment.
5. "It will lose its importance or impact" is like saying Chocolate is never enjoyed if eaten daily!
6. Learn to face our fears; **no ONE can reject or abandon you except for yourself.** So what if you are blown off! Make a decision that you will SEE with eyes of understanding; learning that it has nothing to do with you, that it may be their personality style; it may be their life circumstances, and it may be that they don't like you ... so what? YOU can own that you made a difference; you planted a seed; you made a difference, regardless of whether you get to see it today or not.
7. You don't have to "be there" to their cause to make a difference, one acknowledgment at a time, with the person in front of you that needs it the most.

What we can conclude about the importance of Acknowledgment:

This Day/Week/Month, we are all going to participate in Make A Difference Acknowledgment Activities by learning how to Acknowledge the people in our service and personal lives who are making a difference .

We will also be creating a variety of mediums: A VIDEO DOCUMENTARY, PHOTOGRAPH, and STORY TELLING around our Acknowledgment Experiences to post in our entry wall on the floor.

We are excited to announce that you will be able to submit what you create into a CONTEST too!

Heart Productions & Publishing is issuing a BEST STORY, VIDEO & PHOTO CONTEST.

Every Church participating in the **Make A Difference Week** is invited to submit our Top 10 Stories/photos/videos to the contest.

The winners from our organization will receive a Special Gift Certificate to _____ (pick a place in your community that people like to go and purchase a \$10-\$20-\$50 Gift Certificate. Whatever your budget will allow will be great.)

The winners of Heart Productions & Publishing Contest will receive a flash movie contract with you and your organization to do a movie on that movie.

If your story, video or photograph is used in an upcoming book or Make a Difference program, you will receive \$100.

Presentation Slide #P9

Video Documentaries: Filming another or a team of participants going out around our service area, with our volunteers and recipients and /or into the business community *Making a Difference By Acknowledging Others*. Just like a news reporter reporting the experience.

Presentation Slide #P10

Stories: Real Life Stories about your experiences Making a Difference By Acknowledging others. Writing it down, expressing your thoughts, feelings and fears going into it.

How the person received it and what happened in the upcoming days afterwards.

We will share your stories in our organization's news.

Presentation Slide #P11

Photography: capturing the recipient's expression as they are being Acknowledged. It can be a succession of photos of the entire experience or one photo. It's up to the photographer to capture the heart, joy, surprise and/or humor of the moment.

THIS DAY/WEEK'S/MONTH'S COMMITMENT TO PRACTICING ACKNOWLEDGMENT with the STOP LOOK LISTEN Technique:

There are many in this room today who do not feel loved, supported, nor have their own acknowledged. So it is something that we can do for ourselves by doing for others.

That's right: When you feel sad, depressed, angry, upset, mad, dejected, in need of affection, support and love, broken hearted about how you are being treated by someone...

Notice what you are feeling and STOP right where you are.

...the FASTEST way out of that bad feeling state is to OPEN YOUR EYES and look all the way around you. LOOK up and down the hallways, break room, street, grocery store, fast food place for someone who needs a simple act of kindness.

Who is next or near to you who you could say something nice to? Acknowledge? Praise? Appreciate? Help and/or Be nice to?

Life has a funny guarantee: No matter how BAD YOU THINK YOU'VE GOT IT... somebody else has it worse!

Presentation Slide #P12

STOP ...

LOOK ...

LISTEN ...

Who can you reach out and make a difference to in some small way, just for today?

The letters rearranged in LISTEN = SILENT!

People who feel heard without interruptions or advice or nagging, feel cared about.

The ONE thing anyone can do is: LISTEN

Presentation Slide #P13

Here are 5 easy ways you can **ACKNOWLEDGE** more this week:

Make a conscious - mindful - act to ...

1. **Recognize something good about that person.** Draw them into a light conversation, having conversation about what you've noticed and appreciated about them; their talents, talent, smile, smarts, eyes, humor/wit, passion for something.
2. **LISTEN to their response:** If they say what's great about them is "nothing" to them it's not "nothing" to you and that it makes a difference to you.
3. **Ask them how they are today.** LISTEN to their response. Based on what they say, ask if there is something you can do to help. Ask if there is something they would like for you to SEE (visualize) and Believe for them?
4. **Ask if it's OK for you to give them a hug,** a pat on the shoulder or back, or give them a fist bump.

As you see their new Successes, Celebrate their Successes often as you notice them!

NOTICE:

Now ... what happened to your loneliness, anger, depression?

What matters now?

What does success feel like to you as you learn to give it away?

If you want to give it away.

5. **Go find another someone** can be a person of any age. Give them your smile so they can have one of their own.

GUIDELINES TO A SUCCESSFUL EXPERIENCE

Regarding family members, neighborhoods and the popular cliques that are NOT YET safe for you :

There is no need to start in places or situations where you already know the people you don't want or respected.

It's a great thing to have the courage to acknowledge someone who may be a friend because it can be life changing for you both. AND you don't have to start there.

This first day and week is about having SUCCESS one step, one person at a time, so you can work your way up to meet your bigger fears.

PRACTICE daily by going first to where the REAL need is. People who have their heads down, are discernibly sad, down or isolating themselves. Look for help people needing help crossing the street, carrying their packages, etc.

Look around your world to people who need just a little help.
A little kindness and Acknowledgment goes a LONG WAY!

PREVIEW

Segment 15 Minutes

Engage Audience Activity and Discussion

Think of someone you know either in your personal world, or even a celebrity, and think about what makes them great.

Write their name down and list three things that make them GREAT.

[OR if you don't have paper, remember the three things that make them GREAT.]

Who is willing to share who they are thinking of and what's great about them?

After 4-5 people have shared, Conclude by **restating the characteristics** that have been talked about...

Presentation Slide #P15

What Greatness is:

Compassionate, Kind, Connecting, Caring, Smart, Team Player, Communicative, Integrity, Generous, Accommodating, Good Intentioned

Presentation Slide #P16

What Greatness is NOT:

Arrogant, Hurtful, Dismissive, Braggart, Go it alone, Interested only in themselves, or anyone who Bullies

Everyone here today has **BEEN** bullied by them, and it's what makes you a difference maker.

Presentation Slide #P17

To really FEEL your greatness, think for a moment about whether or not you've ever bullied someone.

If you have, and they are in the organization, **today is a great day to Make Amends**; apologize and say you are sorry for taking your bad day out on them. You do this, and YOU will step more fully into your greatness, so you will be on the road to making your dreams come true.

The Dreams that are being dreamed through you ARE ALL about you being GREAT!

Discussing the GREATNESS in you and each and every one of us! NOW let's start talking about what's GREAT about you that makes a difference. **If you have something to write on, make a list of at least 3 things, or adjectives, that describe: What's great about you?**

Presentation Slide #P18

Fill in the blank, "What's great about ME is _____."

[If participants don't have something to write on, hold up 3 fingers and designate something per finger so you can remember when it comes your turn.]

If they are writing them down I tell them, **"It's OK to cheat off of your neighbors!"** This lightens thing up; gets a laugh and they really do get ideas by looking at someone else's.

Give them a few minutes of silence to write and then ask: **How's your partner – how do you feel about yourself?** [Invite and ENGAGE brief comments and insights]

Activity: Take turns introducing yourselves to the person sitting next to you [TO THE RIGHT first and THEN TO THE LEFT] by describing your greatness & what you set as your Intentions for this Make A Difference Program -what you want to get out of

Presentation Slide #P19

DO FIRST: Presenter demonstrates by bringing a person from the audience. **Stand up straight, shoulders back, take their hand to shake it, look in their eyes and say:**

"Hello, my name is _____ and what is great about me is that I _____, I _____ and I am _____ **Now top that!**"

Then have audience member introduce him- or herself back sharing what's great about them back to you (Presenter).

If you can't carry off the **"Now top that"** then don't. If you say it with fun, resolve and enthusiasm, it will get a few laughs and LIGHTEN UP this exercise for them.

The primary reason to do this is to **bring it to the table...** we are always thinking we have to top each other – why not have some FUN with this ... it's an energy shifter! A few people will think it's lame, but they will think that you are lame no matter what you do, so don't fret! This is an internal defense mechanism and this will dissolve.

Now tell your entire audience to face the person on their left and then to **stand up, put their shoulders back, take a deep breath and introduce themselves by their greatness** to the person on their right. Give audience 2-3 minutes to take turns introducing themselves by their GREATNESS .

Noise level will be very loud and energy high.

It will take several minutes to get them to conclude. One thing that works really well to draw the attention back is turning off all of the lights in the room. For some reason, everyone stops talking!

Ask Audience: Now how's your Energy? [invite brief insights from 4-5 participants]

How did that feel to talk about "What's Great About You" in the brief 30-60 second video you were doing it? [invite brief insights from 4-5 participants]

There is generally much noise and laughter.

Energy is very high in the room.

When asked this question there will be a percentage of people who will say that they are very uncomfortable with it, and some will say that they have enjoyed it tremendously.

Spend a little time investigating and drawing out their thoughts and feelings, then wrap it up with conclusions **from the audiences insights** about some of our conditioning around stepping more fully into our greatness.

Question: What will happen if you step more fully into your greatness????

#1 Answer generally is: Someone may laugh at me! We're bragging ... etc.

Whatever they say is the answer to ask:

And if that happens, then what will happen next?

Keep going with the question: And if that happens, what will happen? And so on ...

Keep going with this question – engaging the audience to share their biggest fears and concerns with stepping more fully into their greatness – until they run out of fears and old-worn out beliefs about what Greatness really is!

Examine what has to be real, true or false; teach how to be discerning and relate it back to What GREATNESS IS discussion earlier.

Presentation Slide #P20

At the heart of every person is a great desire for Peace, Love, Harmony and Good Will, and when we remember that, we will make a positive difference.

Our Deepest Fear

Our deepest fear is not that we are inadequate.

Our deepest fear is that we are powerful beyond measure.

It is our light, not our darkness that most frightens us.

We ask ourselves,
"Who am I to be brilliant, gorgeous, talented, fabulous?"

Actually, who are you not to be?

You are a child of God.

Your playing small does not serve the world.

There is nothing enlightened about shrinking
so that other people won't feel insecure around you.

We are all meant to shine, as children do.

We were born to make manifest the glory of God that is within us.

It is not just in some of us; it is in everyone.

And as we let our own light shine,
we unconsciously give other people permission to do the same.

As we are liberated from our own fear,
our presence automatically liberates others.

- by Marianne Williamson "A Return To Love"

Acknowledging Language



Accepting
Accommodating
Accountable
Advocate
Adventuresome
Always growing
Ambitious
Anchor
Animal lover
Appreciative
Articulate
Artist
Assertive
Athletic
Authentic
Available
Awesome
Baker
Balanced
Beautiful
Best friend
Bilingual
Bright
Budget conscious
Business owner
Calming presence
Calm spirit
Caring
Caring stepparent
Celebrates life
Champion
Charitable
Cheerful
Chef
Childlike
Classy
Clean
Clever
Coach
Colorful
Comfortable
Committed
Community servant
Competitive
Compatible
Complimentary
Computer whiz
Confident
Conscientious
Considerate
Consistent
Contagious laughter
Contemplative
Cool
Cooperative
Copilot
Courageous
Courteous
Creative
Cuddly
Decisive
Dedicated
Deep
Dependable
Desirable
Detached
Determined
Devoted
Difference maker
Direct
Disciplined
Distinguished
Efficient
Emotionally strong
Empathic

Presentation Slide #P 21

Encouraging
Enduring
Enjoys life
Enjoys beauty
Enterprising
Entertaining
Enthusiastic
Ethical
Even-tempered
Expressive
Exuberant
Fair
Faithful
Family-oriented
Fearless
Flexible
Forgiving
Friendly
Fulfills dreams
Full of laughter
Fun
Generous
Generous spirit
Gentle
Gets the job done
Gifted
Giving
Good cook
Good neighbor
Graceful

Gracious
Great friend/dad/mom
Gung ho
Handsome
Handyman
Hard worker
Healer
Health-conscious
Healthy
Helpful
High-energy
Honest
Honorable
Household staple
Humble
Humorous
Idea generator
Imaginative
Inquisitive
Insightful
Intellectual
Intelligent
Inventive
Internal drive
Introspective
Intuitive
Joyful
Just
Kind
Knowledgeable

Leader
Lovable
Lovely
Loving
Loyal
Mediator
Mentor
Merciful
Metaphysical
Meticulous
Mighty
Money manager
Moral
Musician
Music lover
Neat
Nonjudgmental
Nurturing
Obedient
Observant
Open-minded
Orderly
Organized
Pal
Partner
Passionate
Patient
Patriotic
Peaceful
Persevering

PREVIEW

Persistent
 Person of faith
 Physically fit
 Pleasant'
 Positive
 Principle-centered
 Problem solver
 Professional
 Public performer
 Punctual
 Purposeful
 Quick learner
 Quick to forgive
 Quick-witted
 Receives feedback well
 Receptive
 Reflective
 Reliable
 Resilient
 Resourceful
 Respected
 Respectful
 Responsible
 Responsive
 Rethinks and adapts
 Reverent
 Risk taker

Rolls with the punches
 Romantic
 Runner
 Safe harbor
 Seeker
 Self-aware
 Self-disciplined
 Self-reliant
 Self-starter
 Sense of humor
 Sensitive
 Service-oriented
 Singer
 Skillful
 Smart
 Solution-oriented
 Spontaneous
 Steadfast
 Steady
 Strong
 Student
 Stylish
 Supportive
 Sweet
 Tactful
 Teacher

Team player
 Technologically competent
 Tenacious
 Tender
 Thankful
 Thorough
 Tolerant
 Trusting
 Unassuming
 Truthful
 Unconditionally loving
 United
 Unselfish
 Values family
 Vegetarian
 Versatile
 Visionary
 Vulnerable
 Walks his or her talk
 Warmhearted
 Well groomed
 Well-ordered priorities
 Whimsical
 Wise
 Youthful
 Zealous



*Lists of traits excerpted /modified from *30 Days to a Happy Employee* by Dottie Bruce Gandy

This very special Make A Difference DAY / WEEK / MONTH is about stepping more fully into our greatness: who we came here to be to Make a Difference.

3-Step Formal Acknowledgment Ceremony with Wristband and/or Stickers

Presentation Slide #P22

Regardless of what you may have thought or believed about yourself before, you are here to make a difference; you DO make a difference. The only question is what difference WILL you make?

You will be receiving 3 more Acknowledgment Stickers in Session 2. You will be asked to Pay It Forward.

Before that happens, there is some groundwork to put in place for each of your successes.

In this Make A Difference Day / Week / Month we will be learning how to successfully reach out to many people within our work, home, and community.

We need to practice and prepare how best to do this.

Each session, we will take the feeling and momentum of today forward until Acknowledgment becomes The NEW NORMAL.

Feeling down, depressed, feeling left out, like a failure, loser, nobody likes you?

Do something for someone.

Our minds are like steering wheels, they take us in the direction we point them. If we focus on negative things, we will notice more negative things about our life.

If we focus on positive things, we will move in the direction of greater happiness and more success.

Today, we're going to see how positively acknowledging we can be.

GROUP ACKNOWLEDGMENT CEREMONY

Bring to the front: 5-10 leaders who can interest and engage their peers and audience's attention, to **now demonstrate the Acknowledgment Ceremony.**

You want a strong, self-confident team leader's presence on the stage as well as the team's most positive and effective person to demonstrate.

It is always advisable to practice this with your select group at least 30 minutes before the kick-off talk so they are ready to give a strong demonstration about how to do this. Give them the opportunity to confidently practice being articulate, so they can be heard by everyone in the audience.

Before handing out the wristbands to the entire audience – 1 per person – you will demonstrate with your Team Leaders several times, in several different ways acknowledging one another.

Show everyone how we are going to acknowledge the greatness inside of each and every one here today.

For purposes of Kicking Off the Day / Week / Month activities, let them all know that on the last day, they each will receive 3 more wristbands to pass forward after the week / or month is over –OR keep it a secret until then. **OR you can give them ALL 4 "I Make A Difference" Wristbands on Day 1 and Stickers on Day 2 and 3.**

Given that we've just told the person sitting next or near to us what is great about ourselves, we now have a starting place from which we can Acknowledge the Greatness in each other and the Difference Each of us brings.

You can do the Acknowledgment Ceremony one of two ways: Either have everyone Acknowledge the person that they just shared with next to them, OR start a chain: Each person receives the 'Make A Difference' wristband and/or sticker to give to the **person sitting to the right** of them or her, and so on around the room to the right each time saying out loud and with eye contact if you can:

Presentation Slide #P22

"I want you to know that you **Make A Difference by the way you _____.**" Examples: *You make a difference by the way your smile lights up a room; by the way you help others; by the way you show you care,* etc. The last person in line gives the wristband/sticker to the person who started the Acknowledgment Chain.

I Make A Difference[®] 3-Step Wristband and/or Sticker Acknowledgment Ceremony

Step 1 • Each person receives one 'I Make A Difference' wristband and/or sticker to give to the person sitting behind him or her, and so on around the room, saying out loud and with eye contact if you can: "I want you to know that you **Make A Difference by the way you _____.**" Example: "You make a difference by the way your smile lights up a room; by the way you help others; by the way you show you care, etc. The last person in line gives the wristband/sticker to the person sitting at the Acknowledgment Chain.

***NOTE for Make A Difference WEEK Kick Off let the participants know that they will be receiving their additional 5 Stickers at the end of Session 2 after the activity about Personality and Acknowledgment.** You can either tell them OR keep it a secret about giving them their 5 additional wristbands at the end of the day / last day* as in this week / month ... about becoming skillful and successful with Acknowledgment in a variety of ways before receiving their "Pay It Forward "I Make A Difference" Wristbands ... **OR you can give them ALL 4 Wristbands Day 1 and the Stickers after Session/Day 2 and Session/Day 3.**

Step 2 • Tell them that they can wear their wristbands every day, **especially when they are having a tough day, to simply rub their finger over the words on the wristband (or look at their sticker) to remind them that they do make a difference because someone cared for them so.**

Tell them that if they have just been bullied, or teased, or hurt by someone, to turn the wristband inward, toward their own hearts, so they can read it and then remember just how valuable they are. (If stickers were given; turn it so you can look down and read it for yourself.)

Tell them if they are down or sad to turn the wristband/sticker outward toward the world of other people's hearts to remind them that there are **WAYS** someone out there in the world who needs someone like them to make a difference by giving help, assistance or even a simple smile.

Help them understand that by showing compassion for others, they'll feel better themselves. Compassion turns "me" into "we" meaning that, when we "get outside" our own problems with others and put ourselves into theirs, we gain understanding and then can better communicate to find solutions.

Step 3 • **In the spirit of the NY Teacher's Pay It Forward acknowledgment story,** give each person 3 more wristbands/stickers to put on their wrist (or to keep in their pocket, purse or briefcase) to wear until they find people who have made a difference in their lives that they can pass the wristband/sticker on by saying why and how those people have made a difference in their lives, going through steps 1 and 2.

You may even suggest that one day, when they have received a random act of acknowledgment from someone else that they can pass the I Make A Difference Wristband/Sticker along to that person to keep the Wristbands/Stickers impacting lives. (Inside of each wristband/sticker is a website where other people can go to get wristbands so they can Pay It Forward in the spirit of Making A World of Difference through the profound power of Acknowledgment at: www.MakeADifference.com)

3-Step Wristband/Sticker Acknowledgment for Random Acknowledgment throughout Make A Difference Week

Step 1 • Notice when someone has just provided you with great service or random kindness:

Ask them for a moment of their time to acknowledge them.

Step 2 • Tell them how much you appreciate their kindness, help and/or service. Take out your wristband /sticker and say: *This is a Wristband/Sticker that says I Make A Difference and I want to give it to you today because you really have made a difference to me in a matter of a few minutes and here's why_____.*

Step 3 • Respect their choice to receive your gift: *Ask if they will accept your gift...when they say YES, then give them the wristband/sticker.* Then you can also give them as many more wristbands/stickers to Pay It Forward to others.

Also, ask for permission to give them a Hug. *If you can see they are not instantly open to this – or comfortable with this – simply smile and tell them that you hope they have a great rest of the day because they've really made your day.*

Always acknowledge the best in yourself and others, and the world will always change for the better before your very eyes.

– Matt Robinson Reynolds

A great time for FREE HUGS is in the video:

http://www.youtube.com/watch_popup?v=hN8CKwdosjE

You've probably heard the following three sentences before. Though simplistic, they offer great advice.

**Tell your audience what you're going to tell them.
Tell them.
Then tell them what you told them.**

Adhering to this little bromide--which is really a streamlined version of Aristotle's advice on giving speeches--will keep you on track as you prepare your presentation. It will keep your audience comfortable and secure because they'll know where you're heading and will help keep you focused as you make your presentation.

TELL THEM AGAIN:

This very special Make A Difference week is about stepping more fully into our greatness: who we came here to be to make a difference. Regardless of what you may have thought or believed about yourself before today; you are here to make a difference; you DO make a difference. The only question is what kind of difference WILL you make?

After you return to your center and take this forward by doing today's fun activities for learning how to successfully Acknowledge others, you will be receiving 3 - 5 more Acknowledgment Stickers to pay it forward. Because it happens, there is some ground work to put in place for each of your successes.

In Make A Difference Day / Week / Month, we will be learning how to successfully reach out to many people within our organization, homes and community. We need to practice and prepare how best to do this.

Each day of this week/month, you will take the feelings and momentum of today forward until Acknowledgment becomes a TREND.

Remember:

If you are feeling down, depressed, feeling left out, like a failure, loser, nobody likes you: Do something for someone else. Acknowledge someone else. Catch someone else Making A Difference!

Our minds are like steering wheels, they take us in the direction we point them. If we focus on negative things, we will notice and attract more negative things in our life.

If we focus on positive things, we will move in the direction of greater sense of self-worth, happiness and more success.

What UNCONDITIONAL GIVING WILL bring you!

Play: Christian the Lion Reunion with Celine Dion's My Heart Will Go On
**Read story aloud with video for all participants to hear and see:

<http://www.youtube.com/watch?v=5J4uIIYLnlc&feature=fvst>

This story truly shows the power of love and it deserves this song. Thank You for George and Thank you Christian for Showing the Power of Love.

What UNCONDITIONAL CARING and ACKNOWLEDGMENT can bring you!

Play *Because You Loved Me* before and during the Acknowledgment Ceremony

To help everybody get out of themselves and into the Heart Felt experience of Acknowledging the person sitting next to them, play Celine Dion's YouTube video *Because You Loved Me* just before the Acknowledgment Ceremony :

Because You Loved Me by Celine Dion

<http://www.youtube.com/watch?v=9CkKuA86Mis>

AND/OR PLAY

HOW COULD I BE ANYONE by Libby Roderick

<http://www.youtube.com/watch?v=MlUqgWOXPEs&feature=related>

ASK : ARE YOU BEGINNING TO FEEL YOUR GREATNESS?

Call up all of your LEADERS of every group to the front of the room to CLOSE the WORKSHOP with everyone standing UP, singing along, waving their hands and dancing to:

You Are FIREWORKS by Katy Perry

<http://www.youtube.com/watch?v=cTfZXh427B0>

TURN UP THE MUSIC AND DANCE!

Sessions & Activities

for MAKE A DIFFERENCE program

This **MAKE A DIFFERENCE Program** was inspired by the *Acknowledgment Ceremony Story*, *Teddy Stallard Story* and *The Simple Gesture Story* and Movies. (If there's time, you can simply play the movie for your group or read the story aloud from *Make A Difference with the Power of Acknowledgment* Book or in ***Appendix**.)

Session/Day 1 page 43 will be best utilized and the message of Acknowledgment integrated if it occurs immediately after the Kick-Off Inspirational Talk.

The participants' energy WILL BE UPLIFTED after the assembly, and they won't want to leave them up in the sky.

OPTIONAL: Give them 4 Wristbands and/or 5-10 Stickers in the "I Make A Difference" Ceremony depending on what you can invest in this process.

Ideally, Session 1 **must occur right after the Kick-Off presentation**. It is imperative to give them the tools that they need right away to carry a good feeling forward to have successful experiences with acknowledging others.

It is imperative that participants begin understanding how different people will receive acknowledgment – **based on their Core Personality Style** – differently BEFORE they race out and start giving their Wristbands or Stickers to everyone... we also want them to give some thought about who in their life they want to acknowledge. Drawing it out over the first 4 days / weeks, practicing and celebrating as they go.

Once the group activity has been completed and before they leave to go back to work, they will be issued 5 "Make A Difference" Stickers. Why 5? Because they come on sheets of 10 that are evenly divided into 5. They will receive 5 stickers on Session 2 and another 5 on Session 3 and they will be given their Pay It Forward with Random Acts of Acknowledgment with an additional 4 Wristbands on the last day.

Session/Day 2 page 46

Topic: The Transformative Power of Effective and Successful Acknowledgment of Yourself for having Acknowledged Others! Call Your Acknowledgment of Others A Success!

Movie: The Naturalist and the Eagle Parable

Intention/Objective: We are all eagles. Once we have flown, once we have felt the joy of flying, we like to Make A Difference in someone's life; we can never go back to live in a cage.

Session/Day 3 page 52

Topic: Make A Difference by Building a Compassionate Church Community

Movie: **Teddy Stallard Story** of a fifth grader who was almost lost through the cracks of a school. Through the power of compassion, his teacher made a difference in his life.

Intention/Objective: The relevance of Compassion to make the world a better place to live and our organization a better place to be able to be more productive.

Session/Day 4 page 58

Topic: POSITIVE SELF TALK Starts with You and Makes A Difference to Others

Movie: What I Can Say When I Talk To Myself: My Best Self

Intention/Objective: Yesterday we learned about the importance of accessing compassion for others. Today we will learn how to be our own Best Friend. Helping each person to Step More Fully Into Their Greatness. Courage, Practice, Resolve of "internal" dialogue.

Session/Day 5 page 71

Topic: Do What is in front of You To Do! Noticing OPPORTUNITIES that present themselves for YOU to DO something about!

Movie: The Simple Act of Kindness

Intention/Objective: Making a Difference with the Simple Act of Kindness. Going Forward into the Future with the insights from this program. Make a Difference program is to be completed either as a Closing Acknowledgment and Recognition training Summary of the Day / Week / Month.

Day / Session 1



The Transformative Power of Acknowledgment: Immediately following Kick-Off Presentation Slide #P23

Topic: Setting Participants Up for Success! Successfully Acknowledging Others

Learning 'How To' Acknowledge One Another, Based on Understanding Personality Styles and each style's receptivity and/ or probable reaction to receiving acknowledgment

Time allotment: 50 minutes

Play Movie: What Color Are You? **Presentation Slide #P24**

Quote:

There is nothing better than the encouragement of a good friend.

- Jean Jacques Rousseau

Intention/Objective: : Learning 'how to' give heartfelt Acknowledgment to others successfully and to understand that different personalities respond to and receive Acknowledgment differently from person to person.

To prepare everyone for a positive and SUCCESSFUL experience, we must understand our own personality style and that of others so effectively be able to read each other's responses with NEW "eyes of understanding."

Materials needed: Color "Connecting People Into 'We' = SYNERGY " Wristbands (in Blue, Green, Red, Yellow), Personality Style Tests can be taken for free online at <http://test.connectingwithcolors.com> so you will know how many of each color to order and group activity handouts are included in *Handouts; with Color Style STRENGTHS Outline on the follow pages

Activity: Presentation Slides #P25-35

1. 3-4 Weeks before Kick Off take **FREE** Color Personality Style Tests (**#P25**) and gather everyone's results give each participant a Color Wristband represent their Primary Color Style. Take Free Test at: www.ConnectingwithColors.com/Test

2. Go through the STRENGTHS of each Color on Power **Point Presentation Slides 25-35** and participant handouts.

Presenter's Outline for **COLORS** Styles

Intuitive Blues

BLUES ARE SOME OF THE NICEST PEOPLE ON THE PLANET

Using **Presentation Slide # P26** - IF they have taken their Free tests, ask the Blues to raise their hands.

I. BLUES: Are so..... sooooo..... sooooooooooooo..... NICE!

They even smile N I C E !

1. Like SEQUENCE & SYSTEMS and things that are LOGICAL
 - a. Like doing things step by step...
2. They like IMPLIMENTING SYSTEMS
 - a. Like getting things done and they are highly organized

Presentation Slide # P27

A. STRENGTHS:

1. Blues are PEACE MAKERS and they just wish you all would just GET ALONG so they could do their work!
2. BENEFIT ORIENTED
3. They are extremely PEOPLE ORIENTED and they R E A L L Y do CARE...
 - a. When they tell you how you are today they *really want to know* - They care about you. The other colors; not so much!
4. They are very INTUITIVE & SENSITIVE.... IN TUNE with other people's feelings, attitudinal energy around them.

They are empathic:

 - a. They have a "sense" when something's wrong and tend react quickly &/or overreact to it quickly.
 - b. They are empathetic: They can feel other people's pain.
 - c. They wish people would be nice like they are!

5. Blues really CHERISH people and they give GREAT HUGS!

Systematic Greens

Using **Presentation Slide # P28** - IF they have taken their Free tests before hand ask the Greens to raise their hands.

II. GREENs: MUST HAVE A SYSTEM

They are HIGHLY FUNCTIONAL & PRODUCTIVE: they MUST HAVE A SYSTEM

...if there's not one, they'll make one up! Greens simply MUST have a system

if they are going to function productively and easily.

Presentation Slide # P29

A. STRENGTHS

1. They create systems that are LOGICAL.
2. They see the BIG PICTURE long before the other colors
 - a. In fact greens will finish your sentence and your entire paragraph because they already know where you are going.
3. They are TOTALLY FOCUSED on getting the job done.
4. They work very hard and diligently, not really thinking about rewards
5. They are the only color that literally CAN do 10 things at once...
6. In fact, if you have a green on your team you've probably noticed that they have already taken off to implement the system or complete the task at hand before it was even assigned or noted on by team!

Result Oriented Reds

Using **Presentation Slide # P30** - IF they have taken their Free tests before hand ask the Reds to raise their hands.

III. RED: REDs Key DESIRE is RESULTS!!!!

Doesn't matter what title or position they hold: They THINK THEY ARE THE BOSTON

1. They make great LEADERS & DELIGATORS, Administrators!
2. They are Intense
3. Love FACTUAL information... and will take Concrete-Calculated Action!
4. Know how to Use IDEAs and ...
 - a. They know how to use IDEAs and Oversee a system being put in place.
5. They are BOTTOM LINE people who WANT ACCOMPLISHMENTS and ACHIEVEMENTs **N O W** !!!! When you meet a Red you feel a sense of urgency: NOW NOW NOW NOW **SNAP**, snap

BOTTOM LINE people who WANT ACCOMPLISHMENTS & ACHIEVEMENTS **N O W**!

PREVIEW

Presentation Slide # P31

A. STRENGTHS

1. They love INTELLECTUAL CHALLENGE
2. They love CHANGE... to change things up often so they are not bored.
3. They love BREAKING THINGS UP INTO PARTS...
that's why they are great at overseeing systems being put in place.
4. They are in a hurry to have things done, but ...
5. They don't THINK FAST like the GREENS
...but they want YOU to get it done FAST, LIKE: NOW... NOW... NOW!!

PREVIEW

Don't Worry Be Happy Yellows!

Using **Presentation Slide # P32** - IF they have taken their Free tests before hand ask the Yellows to raise their hands.

IV. YELLOWS: Yellow's LOVE – LOVE – LOVE hanging out with people.

1. You don't *really* care about people like the Blues do, you just want to have FUN!

P A R – T Y

HIGHLY interactive.

Highly Social.

LOVE being around people.

They like to talk, they like to shoot the breeze

They like to HANG OUT!

LOVE – LOVE – LOVE having a good time
and they expect to be LOVED by everyone!

2. The Yellows already know where we are going to hang out after we're done! It's already been decided and the yellow will take the lead!

A. STRENGTHS **Presentation Slide # P33**

1. They are Great COMMUNICATORS & great Event Coordinators
 - a. Coordinators of people & Events. LOVE planning parties.
2. They are great sales, customer service, coordinating social.
3. They are GREAT NETWORKERS
4. They are extremely CHARISMATIC!
5. So they make GREAT LEADERS because they have every one convinced they are what they are doing is really great! They are like TOM SAWYERs of the world.
6. **Presentation Slide # P34** -- Hey, you! GET A SMILE ON THAT FACE!

Presentation Slide # P35

Concluding Remarks on Color Styles and Q&As:

1. Now can you see just some of the reasons why we have conflicts between the different styles?
2. It takes Four legs to successfully STAND every table.

T.E.A.M.

TOGETHER EVERYBODY ACHIEVES MORE

OPTION 1: If you **have not** had people take the FREE test then*After giving an explanation of each of the Color Style Descriptions you can ask them what Color Style they “think” they are and then have them pick their color “Connecting Turns ‘Me’ Into My PERSONAL ENERGY™” Wristband out of the basket– then go through the Acknowledgment Color Style Ceremony so they can wear their Wristband where everyone can see what color each person is. Participants enjoy wearing these around the church and home to see what color everyone is. This makes for a very fun and educationally informative experience.*

OPTION 2: If you **have had** people take the FREE test in advance 3-4 weeks before hand then you can give them their wristbands at the church.

However, if you’ve invested in them taking one of the tests for a GROUP REPORT you can withhold their results because it’s actually MORE engaging to NOT give them their wristbands until AFTER the descriptions so you can ask them what Color Style they “think” they are BEFORE giving them their test results.

To order Color Style Wristbands go to: **Your Church Website address imprinted on the inside of the Wristband** go to: www.MakeADifference.com/Wholesale Order 3-4 weeks in advance.

To take FREE auto color and test online go to:

www.MakeADifference.com/COLORsQuiz

This has been a short segment excerpt from the COLORS complete training program. To get the FULL Utrain&Coach Colors Program go to:

www.MakeADifference.com/COLORS

For ' UClick&Play® PowerPoint Presentation Slideshow with Mary Reynolds Audio Training for Staff Development & Personal "Self Study" Enrichment go to:

www.MakeADifference.com/TYG/CC101.htm

Activity Presentation Slide #P36:

1. Divide participants up into their Color Groups to list and discuss 5-10 ways : "How my **Color Style likes to receive acknowledgment**, compliments, appreciation praise, recognition and/or gifts!"

2. Select a group leader(s) to take notes and to share answers later with group.

3. Group leader(s) shares their group's findings with the entire group.

Discussion: Once every group has shared "how" they are able to best receive acknowledgment in its many forms, invite whole group insights and conversation about how to not take it personally if:

- 1) it appears that someone is not happily receiving the acknowledgment, or
- 2) rebuffs them, downplays it or has no eye contact;

Role Play: Divide group up again; every person gets role play opportunities with each different color to practice Acknowledging. Participants find 1-Red, 1-Blue, 1-Yellow, 1-Green to acknowledge their strengths to get a pat on the back for their receptivity.

Role Play / Practice different ways to Acknowledge each other in preparation for a variety of "color type" responses and reactions.

What did we learn: Heartfelt Acknowledgment sometimes feels like a risk and takes courage. By understanding the different personality styles, we don't have to take personally what appears to be non-responsive or unfriendly reception of being acknowledged.

Conclusion: We now want to get out there and acknowledge others; so today we'll start with the people we feel pretty comfortable reaching out to.

*For the FULL UTrain® Connecting with Color Styles Program which includes Strengths, Intro, Motto, Problematic Area, Quirk, Secondary Colors/Color Combos and Color Style Hats with PowerPoint Presentation Slides and script go to:

www.ConnectingWithColors.com/UTrain

*For the companion book, *Connecting with Colors: Discover the Transformational Synergy of Personality Color Styles to Create Harmonious Relationships at Work, Home & Everywhere* go to: www.ConnectingWithColors.com/Book

In our next Session/Day 2 we will make lists and a plan that will extend our reach and expand our comfort zone in acknowledging people in our community.

Extended Week / Month Long Activity: 'Secret Acknowledger' Game.

Each day you will write a note of Acknowledgement and place it somewhere that the person you drew out of the hat will find it: on their desk, cubical, etc.

Instructions

1. You will keep complete anonymity for the week.
2. Everybody will write down their names on tiny slips of paper and put them in a hat, bag, or a basket. Gather the participants around and have them draw names from the 'hat' at random.
3. Now here's the hard part: once everyone has drawn a name out of the hat, DON'T let them reveal whose Secret Acknowledger they are.

In a small group setting - say, nine or ten people - you need only a couple of loose lips to completely unravel a Secret Acknowledger and allow everyone to know who's getting what for everybody else.

Then the pressure is really on either to impress each other or come up with something absurdly creative and unexpected.

4. Each day you will write a note of Acknowledgement and place it somewhere that the person you drew out of the hat will find it on their desk ...

5. On the appointed day, bring everyone together and have them put their Acknowledgments in a bag. Each acknowledgment should bear only the name of the designee, NOT who it's from.

It's best to ask everyone to do this at the same time, minimizing the risk that a particular Acknowledgment can be traced to a particular person.

5. Allow everyone to share the Acknowledgments that they received. At this point, the names of some of the givers will likely be divulged, and the relative worth of the Acknowledgments will be judged, for better or for worse-but you don't care anymore, because the Secret Acknowledgers are now revealed.

6. Presentation Slides for Acknowledgment note ideas and Acknowledgment Language lists as follows:

Presentation Slide #P37-38

Beginning your acknowledgments with appreciation, thanks, recognition, regard, admiration, like:

"What I appreciate about you is _____."

"I want to thank you for the example you've been to me by _____"

"I'd like to recognize you for _____."

"When I see you do _____ I have the highest regard for you."

"What I admire about you is _____"

"What I like about you is _____"

For example:

"What I appreciate about you is the way you always happy and smiling."

"What I appreciate about you is the way you shared your dessert with me today."

"What I appreciate about you is that when you was out sick, you called and told me all about the funny things that happened that day. I could not laugh and feel better."

"I'd like to recognize you for your fully attention getting and interesting report that you gave the other day."

"When I see you encourage your teammates by telling them that 'they can do it' I have the highest regard for you."

"What I admire about you is your perseverance and not taking 'no' as 'no' but keep asking questions."

"What I like about you is how acknowledging you are to everyone in the break room, hallways and common area."

On the day of the big reveal. The receiving participant then repeats back the Acknowledgments they've received: "You appreciate my (happiness and smiling)..."

Extended Activities for those trainers with 80 minute time allotments

Role Play: Partner up with someone sitting next or near to you to role play.

How to Acknowledge: Language of Acknowledgment

1. Create teams of 2-3-4 people and take turns discussing who (outside the organization) they want to acknowledge and why, and which ones are a little scary and which ones will be easy and readily accept your gift of acknowledgment.
2. Practice with your partners, pretending to acknowledge the people who you believe will be easy and readily accept your gift of acknowledgment.

In our next Session we will work on those that we feel are going to thank us because we're a little bit - or a lot - nervous about it.

What we Learned:

Reaching out to acknowledge others is personally empowering and creates a greater sense of what other people are going through and of what it means to be a member of a community that cares for one another.

Discuss Ideas for CONTEST and/or for organization Newsletter

A VIDEO DOCUMENTARY, PHOTO COLLAGE, STORY TELLING

Most people today have "smart" phones with video capabilities so it can be relatively easy to video each other's acknowledgment of people on their list - both IN and OUT of the organization - and upload to YouTube.com, sharing the URL with colleagues on their Facebook or on their own website.

They can post these photos and YouTube videos on their own pages and or the organization website and newsletter to let your member base know how much you value each other and them.

The building's entry way / lobby is an excellent place for photo collage and written Acknowledgment Story experiences framed and/or matted.

Best TIME to work on Videos and photo collages is ON THEIR OWN TIME, of course, not during the course of needing to get things done. A Favorite is a "Collage POT LUCK" at someone's home on a designated evening. It's a ton of FUN and very unifying.

Day / Session 2



Topic: The Transformative Power of Effective and Successful Acknowledgment of Yourself for having Acknowledged Others! Call Your Acknowledgment of Others A Success!

Movie: The Naturalist and the Eagle Parable [Presentation Slide #P39-40](#)

Eagle Parable written by James Aggrey in the early 1920's. While the Eagle lived with chickens, he had been unable to fly. Once he captured the **vision** that he was an eagle and could fly, then he was able to soar. And so it is in life.

We are all eagles. Once we have flown, once we have felt what it is like to Make A Difference in someone's life; we can never go back to live like a chicken.

Success Expanding Stories (i.e., risky experiences that did not feel so good).

Eagle Mentality: No matter what happens, call it a success!

Quote: "Happiness is not something that you can simply acquire or achieve directly. You have to get the conditions right and then wait. Some of those conditions are within you, such as coherence among the parts and levels of your personality. Other conditions require relationships to things beyond you, it's worth striving to get the right relationships between yourself and others, between you and your work, and between yourself and something larger than yourself. If you get those relationships right, a sense of purpose and meaning will emerge."

-Jonathan Haidt, *The Happiness Hypothesis*

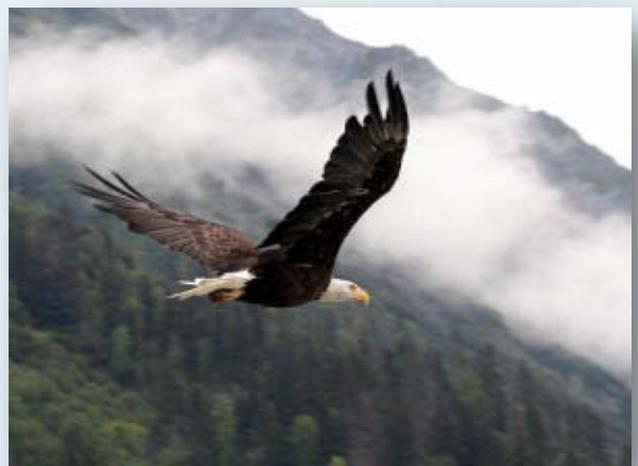
Intention/Objective:

Acknowledging others is what an Eagle does because reaching out changes them & you!

Humor:

Did you know that Turkey's look at Eagles as show-offs!

For written story see [*Appendix](#)



In Wayne Dyer's book, *You'll See It When You Believe It*, he said that, if you get up in the morning expecting to have a bad day, you'll rarely disappoint yourself.

He said, "Stop complaining! Differentiate yourself by being your best self. Don't be a duck. Be an eagle. Chickens cluck and complain. Eagles soar above the crowd."

Message: Are you habitually clucking, squawking and complaining?
Decide to change your attitude and altitude; become an eagle.

Activity 1: Take time for participants to write about their experiences / stories about what happened after the Kick-Off Talk and Session 1.

Share acknowledgment stories with teams, either in groups of 3-4 and/or in front of the entire group.

Materials needed: 5-10 Acknowledgment Stickers per person; Notepad / writing paper / recorder / video player

Time allotment: 10-15 minutes

All Hand-in written stories/video/photos can then be submitted for consideration for Heart Productions & Publishing CONTEST or to be used immediately for the Organization Newsletter, Entry Way Board, Website and/or other organizational communications.

Presentation Slide #P41-42

Discussion: It takes Stepping Into Eagle Greatness to Acknowledge others.

What happened on your first day of Acknowledging others?

Did understanding the different personality styles help?

Who did you decide to go first and Acknowledge first?

What did it feel like to tell someone what a difference they made in your life?

What response did you get?

How did you feel about that?

What did you learn from this experience?

How do you feel about yourself for having taken the risk to acknowledge?

Based on what we learned on Monday regarding Personality Style Colors:

When is the appearance of rejection, not really rejection at all?

Activity 2: Taking Acknowledgment out into Our Community

Materials needed: Handout Lists of Additional People to Acknowledge *Handouts

Presentation Slides #P43-46

Time allotment: 10-15 minutes

Until we develop a vision for our own lives, we, too, are unable to reach for the heights we can become all that we are capable of becoming.

A *vision* of seeing ourselves Making A Difference enables us to see the world not for what it is — but for what it can become! A vision enables us to see our neighbor not for who our neighbor is — but for who our neighbor can become.

A vision enables us to see ourselves not for who we are — but for who we can become.

A vision enables us to soar like the eagle and to reach new heights. A vision enables us to transcend the walls of adversity in life and see what is waiting for us on the other side. A vision enables us to plan ways to climb over the walls of adversity and empowers us to build doors when we can't get over them.

The person who has no vision is like the house built on sand. When the waters of life come, that individual will be all washed out. But for the individual who has vision, the water can be held back, avoided, or overcome, and as a result, greater things will follow.

Read Story: Who Packs Your Parachute *Appendix

Read Story: Love and the Cross *Appendix

PREVIEW

Extending Activity Integration to fill 50 - 80 minutes time allotment:

Presentation Slide #P47

Activity 3: Extending our Reach with a Purpose, Vision and a Plan

- 1- Make a list of all the people in our community we now want to acknowledge
- 2- Prioritize: You have been given 3-5 additional stickers to honor someone with
- 3- Make a Plan that answers: **Who, Why, What, Where, and When**
- 4 -Share your plan with a triad / team.

Discussion:

Who do you want to give stickers to?

Why do you want to acknowledge each person?

What do you intend to say / acknowledge about each person on your list?

Put a star by the ones you are concerned about acknowledging.

What is your plan?

When will you acknowledge them?

What is a good time of the day for this?

Are you going to have someone follow along and video tape and/or take photos for our Common Area / Lobby / Website / Blog?

Discuss creating a group video / photograph / written documentary of our experiences?

Role Play: in teams of 2-3 practice each of these possible scenarios:

1. Deer in the headlights – can't really hear your acknowledgment or take it in.
2. No eye contact, no significant response
3. Blown away by your acknowledgment and appreciation of them
4. Blow you off completely, make fun of you, say something hurtful.

Practice saying back:

I understand that you may think that _____ (state here whatever they said or did) _____, but I still want to let you know that you make a difference.

Discussion: What are some ways we can Vision ourselves Acknowledging people in the room with Acknowledgment Stickers and Wristbands?

1. Hand written – creatively designed note or letter; hand delivered, making it a point to call that person the day it arrives.
2. Hand them an Acknowledgement Card. *Handouts
3. Skype – making your Acknowledgment happen “face-to-face.”
4. Facebook –a NEW POSITIVE TREND: complementary acknowledgment!
5. Tweet / text message – don’t wait to praise/acknowledge; do it now!
5. Send heartfelt **Acknowledgment eCards** (FREE) available at:

www.MakeADifference.com/eGreetingCards

Identify which ones of these additional ways that you will do – what you intend to acknowledge – for each person on your list.

Presentation Slide #P48

MAKE A DIFFERENCE WEEK CHALLENGE

Make a **commitment today to recognize at least three people a day, every day for the next thirty days** and measure for yourself if it doesn’t make a world of difference!

Keep a little notebook handy, to write down every single person’s name who you reached out and touched with your Acknowledgment of them.

The latest research indicates that it takes thirty days to develop a new habit. Can you imagine just how uplifted people throughout the world would be if everyone developed this new habit? Acknowledgment is exponential in its reach.

Role Play:

One team member pretends to be the person that is scary, the participant then practices saying what they'd really like to say from their heart.

What to do when you don't get an appreciative response.

Here are some things to try:

After you've said why they've made a difference, and you get a non-responsive person you can conclude by saying...

"Well, I hope my acknowledgment of you makes as much of a difference as you've made to me. Thanks again, have a great day!"

SMILE BIG and walk away waving good-bye.

Presentation Slide #P49

REVIEW Reasons Why people do not respond gratefully or affirmatively:

Deer in the headlights look in their eyes. They've never received acknowledgement before or been told that they matter or that they make a difference.

No eye contact. Self-confident. Again, they've never received acknowledgement before or been told that they matter or that they make a difference.

Appearing Uninterested: They didn't hear you because they've never received acknowledgement before or been told that they matter or that they make a difference.

Their personality style, i.e., they don't see what the big deal is - or - they just never learned how to take a compliment.

What are some other reasons you can come up with as to why people may not respond happily to your acknowledgment of them?

Day / Session 3



Activity 1: Acknowledgment Check-Ins.

Take time to write about what Eagle experiences and successes you had from your work with people you could acknowledge from the Session 2.

Share acknowledgment stories with team mates either in groups of 3-4 or spend some time in front of the entire group.

Materials needed: Notebook / writing paper / recorder / video camera

Time allotment: 10-15 minutes

All Hand-in written stories/video/photos can then be submitted for consideration for Heart Productions & Publishing CONTEST or to be used immediately in the Organization Newsletter, Entry Way Board, Website and/or Blog.

Discussion:

What happened after Session 2 and reaching out to Acknowledging others?

Did you feel more Eagle confident?

Who did you decide to reach out and Acknowledge next from your lists?

What did it feel like to tell someone what a difference they made in your life?

What results did you get?

How do you feel about that?

What did you learn from this experience?

How do you feel about yourself for having taken the risk to extend your reach further into your organization, community, family and friends?

Topic: Make A Difference by Building a Compassionate Work Community

Intention/Objective: Acknowledgment can move us into Compassion which is one of the most powerful transformative agents known to mankind. The relevance of Compassion to make the world a better place to live, and to make our organization a place that empowers people to be highly productive.

Materials: 5 Acknowledgment Stickers Per Person

Presentation Slide #P50 Movie: *Teddy Stallard Story*

Discussion: Presentation Slide #P51 - 52

- What are the some of the messages this movie conveyed for you?
- How did you feel about Teddy when the movie started?
- What did you think about Miss Thompson at the beginning of the movie when she was writing F's at the top of his assignments?
- Do you ever feel like Teddy?
- At what point in the movie did you feel compassion?
- Have you ever laughed at someone because other's were laughing or teasing? Or when you could have been kind?
- What might happen if you don't go along with the crowd?
- Do you know someone like Teddy? If so, what would you do to make a difference?
- What does it do for them when you do something nice for someone else, like acknowledging them?
- What does it do for you when you do something nice for someone else, like acknowledging them?

Help the participants to create the following:

- What do they think compassion means as it relates to what Miss Thompson did differently on Christmas?
- Why is compassion important in creating the Best Community ever in their organization?
- How does a compassionate organization make productivity easier for everybody?

Conclusion: We just never know what is going on for someone else. All the more reason to reach out and acknowledge someone.

***Give out remaining 5 Acknowledgment Stickers per participant reminding them to reach out and acknowledge a minimum of 3 people a day, either with words, note cards, eGreetingCards, Acknowledgment stickers and/or Acknowledgment Cards *Handouts.**

Extended Activity Integration for those with 50-80 minutes time allotment

Presentation Slide #P54

Activity 2: By Session 3 there have been enough Acknowledgments given to Create a People Who Make A Difference Chain of All those people who the entire group has acknowledged; each day cut and staple or paste together a chain link for each person to whom acknowledgment has been given.

Procedure: Each participant makes a list of everyone they have already acknowledged. To create a **People Who Make A Difference Chain** of All those people who the entire group has acknowledged, each day cut and staple or paste together a chain link for each person to whom acknowledgment has been given.

Materials needed: Construction paper and scissors, staple and/or paste and magic markers.

For each chain link, put the person's name on it then add it to the **People Who Make A Difference Chain** and drape the growing chain around the office space to see just how many people have receive acknowledgment in your organization, families and community from now through the end of the quarter / year.

At the end of the Make a Difference program Week 10, all of the groups will count up how many people they have acknowledged and the group with the most acknowledgments wins a PRIZE that the administrators and readers agree is affordable and appropriate to keep the momentum going.

Possible prize is an extra 50% acknowledgment Wristbands and/or Stickers and a group lunch trip to acknowledge people who are making a difference in our organization.

**This creates tremendous VISIBILITY
and Good Will in the community.**

Call the press! Kick off a Press Release.

What we Learned:

Nothing is Anything Until You Call it Something. Call every person we acknowledge a SUCCESS! Why? Because we are planting seeds of acknowledgment that will grow into supportive, happy relationships if simply watered and nurtured every so often.

Activity 3: Creating A FUNdraiser with your stories.

True Story:

Back in 2000, a young cancer patient was driven to do something very right ...to walk her talk when it came to caring for others.

Her name was Alexandra ("Alex") Scott, and she came up with a rather simple idea that would set up a lemonade stand and raise money to help find a cure for kids with cancer.

So, with the help of her older brother, she assembled "Alex's Lemonade Stand for Childhood Cancer" on the front lawn of her home.

Although her health was deteriorating and her condition worsened, Alex continued to hold an annual lemonade sale for the next four years—with all of the "profits" going to childhood cancer research.

As a result of the inspirational example of this tiny young girl with a weak body but enormous heart, literally thousands of lemonade stands and other fundraising events have been held across the country.

Sponsored by children, schools, businesses, and other organizations, they benefit the Alex's Lemonade Stand Foundation for childhood cancer established by her family and many friends.

As of 2007, the foundation has raised over \$12 million for childhood cancer research.

On August 1st, 2004, Alex Scott died peacefully at the age of eight. While she will be greatly missed by all who loved her and knew of her, Alex's short yet unforgettable life truly is a celebration of the human spirit.

So, the next time you wonder if one person can make a difference, think of Alex—one little girl who literally squeezed lemons and made lemonade ...one little soul who inspires all of us to walk our talk.

FUNdraising Ideas:

During the time allotted for this program you will be collecting stories that each group can put together for a book.

FUNdraisers!

Because the largest percentage of participants today are technologically savvy, they can easily create Books by going to websites like: **www.ShutterFly.com** and **www.Lulu.com** to upload photos into picture books. For black and white photo books use **www.CreateSpace.com**

Creating books from your organization's **Make A Difference Day / Week / Month** or any of the amazing stories and photos of Acknowledgment throughout the hallways and school doors into your community would make a GREAT FUNdraiser to fund a new year's curriculum. OR IF you have really been uplifted by this program and would like to see kids everywhere having the same experience that you've been afforded; you can help Acknowledge millions of kids throughout the U.S. and eventually the World!

Here at Heart Productions & Publishing, we have an intention of **Make A Difference with the Power of Acknowledgment for 1,000,000 students at consistently low performing schools** and surrounding community with our program, wall cards, stickers and *Make A Difference with the Power of Connection* books for faculty, staff and PTA Leaders.

This will include an outreach to the working poor and homeless within each low performing school's community.

The money you raise can be used to support this worthy cause.

Your organization's **Make A Difference Day** and FUNdraiser will be recognized at our website and email promotions, as well as stating you know what church your effort has supported via month-to-month progress announcements sent to you.

You will be able to announce your group's participation and contributions in your organization newsletter and press releases.

To learn more or to go to: **www.MakeADifference.com/1MillionKids**

After we reach our first 1 Million Kids, we will do it again and again until we have reached TENS OF MILLIONS of Today's Youth here in the U.S. and Worldwide!

If this is something your group would enjoy undertaking – outside the organization of course – you will want a larger publishing house than the ones mentioned above.

For a fundraiser you will want to PRE-SELL your books.

Here are the 4 easy steps you can take to make that happen...

4- Steps to a SUCCESSFUL FUNdraisers

Step 1: Co-ordinate teams to select and edit the stories and photos you want for your book.

Step 2: Select your book "design" team. Members that understand how to design pages and upload them and preview them for print as explained on **Shutterfly.com** or **Lulu.com** for books with Color Photos. (more expensive)

Step 3: When the book is beautifully designed and the teams have signed-off on it then you will want to get 10 -20 books printed from the print –on-demand services mentioned (if done with Color Photos) above to have teams take out to the businesses – possibly Joint Venturing with other organizations in your community to get PRE-PUBLICATION orders for your FUNdraiser.

*How can you afford 10-20 print-on-demand books when it can run up to a hundred dollars?

With your own 4-color printers you have at home, you can print out a "mock-up" of the book and take it around to community banks and grocery stores to ask for donations to get the ball rolling, and/or if everyone pitches in \$10, you will have it covered quickly so you can proceed.*

If you keep your photos in black and white we recommend you go to **CreateSpace.com** for a quick, easy and affordable solution to your print-on-demand needs. Books in black and white are very affordable – eg. 10-20 for pre-publication sales and orders.

Step 4: Once your teams have SOLD the books at community events and going out door-to-door business and you know what your book sales numbers are you will contact our printer and ask for quotes of 1000 or more at: www.friesens.com – you will get excellent printing and highly competitive pricing from them.

Day / Session 4



ANNOUNCEMENT: Acknowledgment Check-In

Continue to Hand-in written stories/video/photos to your team leaders so that they can be submitted to the **Make A Difference Week Program** administrators for consideration for the CONTEST and/or used for the company Website and/or Blog.

Topic: POSITIVE SELF TALK Starts with You and Makes A Difference to Others

Time allotment: 25 - 30 minutes

Intention/Objective: Session 3 we learned about the importance of accessing compassion for others. Today we will learn about compassion for ourselves.

We will be learning how being our own Best Friend Makes A Difference. Helping each person to Step More Fully Into Their Greatness: Courage, Choice, Resolve of "internal" dialogue.

The #1 thing standing between a person and their ability to learn and perform successfully is what is going on with their Self-Talk.

We are a society that focuses excessively on "What's wrong with me" instead of "What's right and great about me?"

Today we're going to learn how to work positively with any Self Talk that is destructive and unnecessary. Negative self-talk does not serve us or make us better. Only positive, affirming inner talk will do this.

Integration: Have each participant experience how what they are thinking, day in and day out, about themselves, to understand how this "self-talk" either strengthens them or weakens them, and therefore directly affects their self-esteem and their ability to be focused, efficient, effective and highly productive.

There are two extremely important areas for the participants to experience, understand and integrate into their day to day lives from today's activity:

1) what other people's attitudes toward us are and how we can help a situation by how we decide to react, and 2) what we are thinking repeatedly and with emotion about ourselves that is either going to help us or hinder us from being able to perform and enjoy our lives.

Activity 1: Muscle Testing: Contact Reflex Analysis

Directions: As you read through this material, it will seem like a lot. Actual training is very quickly if you are prepared, and will take up the full 25-30 minutes to go through all two phases of this Activity following watching the Energy Illustration Video together. Included in the PowerPoint Presentation Slides. If it has not been delivered to you, you can go online and watch it at:

www.makeadifference.com/TYG/energy_video.htm

Recommendation: Watch 15 minute Energy Illustration Video about the transformative power of energy **before** you show it to your group. You are prepared to walk them through the following directions.

Play 15 minute Energy Illustration Video [Presentation Slide #P55](#)

Discussion Question:

What have you learned so far from the Energy Illustrations Video Training?

Now we're going to take it a step further.

WHAT YOU SAY TO YOURSELF EITHER STRENGTHENS YOU OR WEAKENS YOU

Ask a volunteer to come up to the front of the room. Ask permission to do this muscle testing with him or her. Ask her to hold her Right arm straight out to her side at shoulder height, parallel to the floor, just like she saw in the Energy Illustration Video. Make a fist and rotate it so that your thumb is pointing down.

Next, tell her to place her Left hand on top of her head **PALM DOWN**.

Now with two fingers on the small wrist bone, apply increasing pressure, push on the wrist saying "Resist, Resist" so she will try to resist the pressure and hold her Right arm up straight.

Having her PALM DOWN creates a positive charge and it should stay very strong. So, this is a "YES" answer.

Now have her put her left hand on top of her head **PALM UP**. This changes the electronic frequency like the opposite end of a radio battery – creating a negative charge – and when you push her Right Arm down now, it should fall down to her side, because you’ve “broken” the electrical current.

This is your "NO" answer.

Now both of you can feel what "yes" and "no" felt like energetically up and through the arm.

*As illustrated in the Energy Illustration video.

Strong resistance from the volunteer’s arm means the answer is "yes."

Weak resistance, or the arm collapsing down to the volunteer’s side means the answer is "no."

[Some participants will try really hard to hold it up straight and they will not be able to. CAUTION everyone to NOT try so hard to keep it straight when they cannot feel that there is no strength there, because this may hurt. Or to the demonstrator to not push too hard if someone is trying hard to keep it strong even though the arm seems to collapse to their side.]

This is called her "base strength."

We'll be using this base strength measurement to compare all of the thoughts we think for this exercise.

[IF someone’s electrical activity is reversed they will get the opposite answers. Their No is Yes, and their Yes is No. This just means that their polarities are off for the day, and they will not be testable today. This could be because of low blood sugar, or a variety of things.

We’ve all had "off" days, and it can affect our physiology, which can change once someone has eaten something, get over-tired, or had a good night’s sleep. You can try to get their energy turned back around by simply taking your hand and brushing in an upward motion in the space between the sternum up the neck to the jaw 4-5 times.

You don’t have to touch them, just brush your hand close enough to feel the air moving up the neck. UP UP UP UP UP. This "lifts" the person’s energy in the area of their "thymus gland" which is one of the body’s power centers. Test again and see if everything is corrected. If not, try them again in a day or two. Don’t fuss over the participant too much about this, as it can be de-energizing and/or embarrassing to the student. Make it "light" and fun and let’s try again tomorrow.]

Next You will Say:

"I'd like you to lower your arm, close your eyes, and say out loud with great force and conviction, 'I am bad' about eight times. The reason you are saying this will become clear shortly."

After she has said, "I am bad," about eight or ten times, say:

"Raise your arm again, make a fist, point your thumb down and continue saying 'I am bad.' While I push down on your wrist, you push up to resist, OK?... Ready? ... Resist (as you are pushing the arm down).

Ninety-nine percent of the time, the arm will be dramatically weaker during the base strength test, and the participant will feel unable to resist your downward pressure.

At this point, ask the volunteer to share with the group what her experience was the second time. The usual response is, "I was much weaker, and I could not resist."

The next step to this exercise: "Once again, close your eyes. This time say out loud with great force and conviction, 'I am good.' Keep saying 'I am good' over, about eight to ten times, keeping your eyes closed. When I think you're ready, I'll ask you to raise your arm and we'll test you again."

Once again, with two fingers on the wrist bone, apply increasing pressure.

Again, in ninety-nine percent of the cases, the volunteer will be at least as strong as he was at the beginning of the test, and often stronger. Ask the participant to share his impressions with the group. Most report a significant increase in feelings of strength and/or sense of well-being.

Now turn to the group and say the following:

"What we have demonstrated here is the power of our thoughts over our bodies.

"When we say negative things to ourselves or to others about ourselves, we tend to weaken our bodies.

"When we think or say positive thoughts to ourselves, we tend to feel stronger. The scientific reason why this happens has to do with how our repetitive thoughts, self-talk, fears, hopes and dreams instantly affect our feelings.

"Muscle testing demonstrates how quickly our feelings about what we are telling ourselves 'repeatedly' instantly affect our body's physiology to the point of either strengthening or weakening ourselves.

"I'd like to take this a step further and demonstrate how this works in terms of the pictures we imagine in our minds."

Almost everyone has some negative beliefs about themselves.

Here are the TOP Negative Beliefs we tell ourselves.

Negative Beliefs weaken the body and mind, and Positive Beliefs and positive self talk strengthen the body and mind.

Now let's test some of the **Beliefs that drive our internal Negative Self Talk**

The power of acknowledgment, affirmative language to ourselves and others, along with affirmative attention and connection will help us to dissolve and re-wire the beliefs that create chronic negative self-talk and problems associated with intense people and situations:

Presentation Slide #P56

- | | |
|--|--|
| 1- bad | good |
| 2- unwanted/a bother/a nuisance | wanted / enjoyed / welcomed |
| 3- unlovable | loveable |
| 4- incompetent/capable/lazy | competent, capable, creatively active |
| 5- irresponsible/untrustworthy | responsible / trustworthy |

Say: "This time, instead of saying this out loud, I want you to just THINK: 'I am irresponsible' eight times."

Now TEST. Arm should be weakened.

Next: "Now THINK: "I AM responsible" eight times. TEST. Arm should be strong.

Next: "THINK: 'I am incapable' eight times." TEST. Arm should be weakened.

Next: "Now THINK: "I AM capable" eight times. TEST. Arm should be strong.

Ask Volunteer: "Can you feel in your body how much better it feels to decide you are responsible and capable?"

THINK: **I can't** Now TEST. Arm should be weakened.

THINK: **My creative mind will find a way.** Now TEST. Arm should be strong.

THINK: **I'll try** Now TEST. Arm should be weakened.

THINK: **I will** Now TEST. Arm should be strong.

THINK: **I'm stupid, stupid, stupid** Now TEST. Arm should be weakened.

THINK: **I'm smart, smart, smart ...**

I'm as smart as I need to be to accomplish all the dreams I was born to do. Now TEST.
Arm should be strong.

Positive Message Is: **Don't try ...do!**

Note from the author: In addition to my video Muscle Testing demonstration with the Negative Core Beliefs, I have excerpted the next section on having participants imagining themselves as 1) failing at something and 2) hating a task from Jack Canfield's *The Success Principles(TM): How to Get from Where You Are to Where You Want to Be* pg 116.

"I'd like to take this a step further and demonstrate how this works in terms of the **pictures, images, fearful memories and fearful outcomes we imagine in our minds.**

"Close your eyes and think of a time in the past when you had a 'failure experience,' a time when you set a goal or tried to do something which didn't work out — a time when you felt you failed to achieve your chosen goal.

"You will not be sharing this with the group aloud, so be as honest with yourself as possible."

"As soon as you have such an event vividly imagined in your head so you can feel it and see what it was like, nod once."

Pause until she nods.

"Now raise your arm to shoulder level and make a fist with your thumb pointing down."

Reach out and push down with your two fingers on the wrist of your other hand.

Once again you will find that the arm is weak.

"Lower your arm and, with your eyes still closed, think of a time when you had a 'success experience,' a time when you achieved something that was important to you, a time when you set a goal and accomplished it, perhaps even felt proud.

"Let me know when you are there by nodding your head again."

Pause.

"Keeping this positive experience vividly in your imagination, raise your arm to shoulder level, and again make a fist with your thumb pointing down. I'm going to press down. Resist."

Press down on the wrist.

In almost all cases your arm will be strong again, perhaps even stronger than the first time.

Ask the participant to lower her arm and, when she is ready, describe her experience.

"It's not only the thoughts we think but the images and the memories that we choose to focus on in our mind, which either weaken or strengthen us.

"Finally, (volunteer), what is your least favorite part of a daily task?... Okay, what I want you to say out loud eight or ten times is, 'I hate (this part of the task)! I hate (this part of the task)!'

"Then I'm going to test your arm again."

The participants' arm will once again be weak.

"Now, I know this isn't true, but what I want you to say for the sake of the experiment is, 'I love (this task)! I love (this task)!' eight to ten times. Then I'm going to test your arm again."

In almost every case when the participant says, "I love (the task)" the arm is much stronger, and when they say, "I hate (this task)" the arm weakens again.

Now turn to the group and say:

"You see whenever you are in a state where you hate something, you weaken yourself and your brain's ability to perform well for you. If you love something and saying to yourself, 'I love _____' you strengthen yourself.

"So when you are doing a task and you are thinking, 'I hate cleaning up,' you are really weakening your ability to be effective in completing cleaning up.

"If you say, 'I love cleaning up' even though it might not feel true at the time, you are not only strengthening your ability to clean up, but sending a message to the creative mechanism of your mind the direction of success to even SEE the various resources available to you to be more effective.

"Because your brain has what is known as the Reticular Activating System – RAS. Its job is to help you focus on what you are thinking about so you can see it more clearly.

"If you are saying 'I can't, I can't' – it not only weakens your body physiologically, it tells your brain to literally close down your ability to SEE anything else, like creative solutions.

"What you can say instead is, 'There it is, there it is, there it is' so your brain will open its ability to see beyond the narrow and limited scope of 'I can't.'

"Let's say you have lost your car keys and you keep saying, 'I can't find them. I can't find them. I can't find them.' And guess what? Your brain shuts down your ability to SEE much anything at that point.

"If you go off and relax about it, what happens?

"When you are no longer stressing about it, all of a sudden you can see them right where you left them and were once looking for them!"

This is how the creative mechanism of your mind can WORK FOR YOU in finding CREATIVE SOLUTIONS to every problem.

About Hating: "When you say, you hate another person, you are weakening yourself. When you say, 'I love or I like _____' you strengthen yourself.

"You see, hate weakens and love strengthens. Don't weaken your body by hating something, which will affect your thinking.

"So, for the rest of this group we are going to monitor ourselves and focus on speaking only those things which are positive—not that we will deny that we have angry feelings or dislikes, but we will consciously choose to focus on the positive in ourselves and in each other.

In this way we not only strengthen ourselves, but create a more harmonious and loving environment in which to

Answer any questions the group may have. Then ask the group to acknowledge the volunteer by giving her a round of applause. Thank the participant for being courageous enough to come to the front of the room to participate.

Acknowledge her contribution to the whole group.

NOTE: When the participant is receiving applause, monitor to make sure she is letting it in. See that they are making eye contact with the group, and breathing deeply, rather than looking shyly at the floor.

Group Participation

Ask each person in the group to find a partner, approximately the same height and size they are, and to spread out throughout the room.

Have them decide who will be the Experimenter and who will be the Volunteer for the first round of testing.

Tell them that they will be switching roles after the Volunteer goes through the entire tests.

Direct them to conduct the same experiment with each other that you just demonstrated in front of the room.

Give the volunteers and experimenters the following reminders and instructions...

Instructions to Volunteers and Experimenters

1. Volunteer: Place your Right arm straight out to your side at shoulder height, parallel to the floor.
2. Make a fist and rotate it so that your thumb is pointing down.
3. Do not raise your shoulder when the Experimenter presses down, as this will defeat the test.
4. Now put your left hand on top of your head **PALM DOWN**.
5. Experimenter: Place your hand on the outside wrist bone of the Right arm of the Volunteer. Now push on the wrist of the volunteer and it should stay very strong.

This is your YES. [Don't jerk his/her arm down quickly in an attempt to overpower the other person. This will not work and runs the risk of straining muscles.]

6. Volunteer: now put your left hand **PALM UP**.
7. Experimenter: push down on the wrist of the Right arm being held out parallel to her body. You will find that the arm is weak. This is your NO.

Now both of you can feel what their "yes" and their "no" feel like energetically.

Discussion Questions:

How many of you found that your arms weakened with negative thoughts?

How does this affect your ability to listen to what other's may be saying to you?

What have you learned today about yourself through this experience?

How does what you think about yourself impact your ability to acknowledge others and/or give compliments?

How many of you recognize how negative Self Talk can interfere with your ability to concentrate in the office?

How many of you want to start learning how to talk back to your negative self talk in a compassionate way?

As you become aware of negative thoughts you are thinking, you can start...

REVERSE & RESTATE

Write down what you catch yourself thinking or believing on the LH side of your notebook.

Then, on the RH side you will REVERSE & RESTATE the negative terms just like we did while we were Muscle Testing.

When you do this, try writing the exact opposite (REVERSE & RESTATE) of what you put on the LH side of your paper.

NEVER use the word "not" in your statements. NOT bad. Neuropsychology research has observed that the mind does not recognize "not". So your mind sees the statement "I am NOT bad" as "I am bad." Simply say, "I am good" to the mind "don't" literally means "do!"

As you do this, you will notice your energy shift, and the more you focus on the RH side of your notebook, the better and better you will feel physically and emotionally.

If you just did this even a single time when you notice yourself feeling down, hurt, scared, worried, you would be effectively shifting your energy from weak to strong.

There is NOTHING MORE ATTRACTIVE than a person with inner confidence and THIS is where Inner Confidence and Strength begins. Next, we are going to watch a movie that will give you the kind of uplifting, empowering language that will help you re-wire every negative thought that you think repeatedly.

Presentation Slide #P57 - 72

Play Movie: What I Can Say When I Talk To Myself: My Best Self

***Program package entitles your organization to one "site" license to issue one download of this movie.**

Activity 2: Print out and put up - around the break room - *What I Can Say When I Talk To Myself: My Best Self* mini-posters provided in **Presentation Slides #P58-72**.

Materials needed: A computer or tablet to watch *My Best Self Movie* any time you need to.

These statements of intention help participants to THINK differently about themselves and to start managing the negative Inner Self Talk that can be so debilitating and "noisy" that it keeps them from being able to concentrate and work.

UTILIZE Statements of Intention from *My Best Self Movie*. Purchase as Printable Posters go to **www.MakeADifference.com** and click on: **UPrint&Frame Button** or go to:

<http://www.makeadifference.com/TYG/UPFP.htm>

Read Story: God's Business at 35,000 Feet i.e., Appendix Page 94

Intention/Objective: Having the courage to go ahead and reach out to others.

PREVIEW

Presentation Slide #P73

Activity 4: Creating Magnificent Minds –Recommended for Personal Expansion/Growth

What I can say when I talk to myself: 15 Minute Success Journaling

Background: Daniel G. Amen, M.D. clinical neuroscientist, child and adolescent psychiatrist, medical director of Amen Clinic in CA, and author of *Change Your Brain, Change Your Life*, calls this kind of writing, "the One-Page Miracle." This one-page exercise will dramatically begin to improve the brain by creating new neurological pathways in each participant's ability to see new solutions and ways to learn. This kind of daily writing – daily – will dramatically improve each person's ability to concentrate and sustain focus for being effective and productive.

- 1) For the first few minutes write about your SUCCESSES from the past week before. Why? Because it immediately puts your energy, attention and focus on what's right about you"
- 2) Write about anything that is problematic for you. Identifying what exactly is problematic for you in any area of your life is what will allow you to move forward.
- 3) Spend the rest of the time writing about your preferences, wants, dreams and desires about the solutions you would like to see work out positively.

UTILIZE Statements of Intention from My Best Self Movie Presentation Slides #P58-72

Activity 5: VICTIM NO MORE One way to do this is to write these two open ended sentences that move you into solution thinking. **Presentation Slide #P74**

Part 1: For a few minutes write about what you are doing right now that is making you a victim.

"If I **were** a victim I would _____"

Part 2: So if you were to no longer allow yourself to be a victim, what kinds of things would you be doing instead?

Fill in the blank as many times as it takes to get a complete solution for yourself and your situation. You will find out what you need and what you can in fact be doing to remedy whatever is problematic for you.

"If I **weren't** a victim I would _____"

This is an excerpt from *Victim No More: Diffusing Bully Behavior* UClick&Play Training:

www.MakeADifference.com/VictimNoMore

Day / Session 5



Make a Difference Day / Week / Month is to be completed either as a Closing Acknowledgment Ceremony and Recognition with a Summary of the Program.

Topic: Do What's In Front of You To Do! Noticing OPPORTUNITIES that present themselves for YOU to DO something about!

Intention/Objective: Daily Kindness Makes a Difference and Goes Forward into the Future with a NEW Trend of Acknowledgment Consciousness.

Sample Talk:

"When you think you've got it real bad, the fastest way to get to the other side of that is to STOP, LOOK, LISTEN to everyone and everything going on around you. WHO needs YOUR assistance, kindness, compassion and/or recognition? Empathy can turn 'me' into 'we'.

"There is GREATNESS within each of us, and what we are capable of is beyond our comprehension--and you have a power within you to open the door to this resource of joy and prosperity. It's available to you and anyone else who truly wants it. It's miraculous really--and so confirming.

"The ONLY problem is that it's easy to get stuck in some kind of negative self talk, that you are less than you really are. That simply isn't true--YOU MATTER and YOU can determine your destiny by simply getting out of your own way and acknowledging the greatness in others ... because You really do Make A Difference.

"You have GREATNESS within you and there is plenty for everyone. Like the Eagle, you HAVE in your very own HAND exactly what you need to make your dreams come true with practice, developing your talents, learning what you need to know, perseverance and determination!

"We are going to end this program where we began, with a movie that has an unexpected twist at the end. Being a Difference Maker means getting outside of your own troubles, your own negative self-talk long enough to NOTICE all that could be going on around you.

"Here's a movie that illustrates exactly what this program is all about."

Play Movie: *The Simple Gesture* Presentation Slide #P75

Presentation Slide #P76 – 78

Discussion Questions:

Before this program of making it a point to Acknowledge each other, how could you have been to help someone who was pretty invisible like Bill – in *The Simple Gesture* story?

Let's see a show of hands: How many of you would have stopped and helped?
How many would not have stopped and helped carry stuff?

What's going on for you emotionally when you see someone down and out, stumbling and falling?

Before this program, do you think you would have laughed?

What are three things you can take away from the story like this?

What did you feel when you realized that Bill was that close to committing suicide?

When you know someone is on the edge, what do you really want to do at that moment?

During this program you realized the power of Acknowledgment to be a Difference Maker.

What response would make a difference "leader's" be, to those who may tell you that you don't have the time or energy to help someone in need?

Does a story like this make you want to be a better person – being more attentive to others who may be in need, i.e. Making the time?

Why do you think we saved this Movie for the end of our program?

Make A Difference PROGRAM Wrap Up Activities:

Complete all of the program projects including extended projects like taking the **Acknowledgment Chain** to the main office to be counted with other groups chains to see just how many people in your community were Acknowledged this week ... and to see which group / team had the most Acknowledgments.

Get all of the written stories up on a blog, website, newsletter, etc.

If your participants have created a **Video "I Make A Difference" Documentary**, you can use this time to show it to the group. If it is not completed, you can also use this time to work on putting it together for a public showing at various places around the community in the upcoming weeks to keep the momentum going forward until daily Authentic Acknowledgment is the NEW TREND in your personal relationships, organization and community. Again, this creates GREAT PRESS.

If you did **Secret Acknowledger Activity** ... the last day of your program is the day of the Big Reveal!

Closing Acknowledgment Ceremony Activity:

After a discussion and RECAP of what they did, stories, and transformations the participants have received from Make A Difference ...

Each team leader will now Acknowledge each of their participants, one-by-one, for the Difference they make and have made during the length of the program, as in keeping with the Acknowledgment Ceremony.

Each participant will now receive 4 **"I Make A Difference" Wristbands**. One to keep and wear every day and 3 to Pay Forward as opportunities present themselves.

This is a time of heartfelt, authentic Acknowledgment from the team leader(s), just like in the "Who I Am Making A Difference" Acknowledgment movie.

[Please Note: If you are the organizational leader and have staff as well as volunteers you must succeed at engaging everyone by Acknowledging THEM and how much they matter to the synergy of this organization; and how much they are NEEDED to make this program a SUCCESS, not only at work but throughout their COMMUNITY!]

YOU are the leader of your own life. Begin LEADING now by being a living example of what humanity can be from the daily practice of Acknowledgment.

We have reached out into our entire company and into our entire community. Is there more we can do?

Presentation Slide #P79

Closing: Star Thrower Story

Inspired by the writing of Loren Eiseley

One day a man was walking along the beach when he noticed a figure in the distance.

As he got closer, he realized the figure was that of a boy picking something up and gently throwing it into the ocean.

Approaching the boy, he asked, "What are you doing?"

The youth replied, "Throwing starfish into the ocean. When the sun is up and the tide is going out. If I don't throw them in, they'll die."

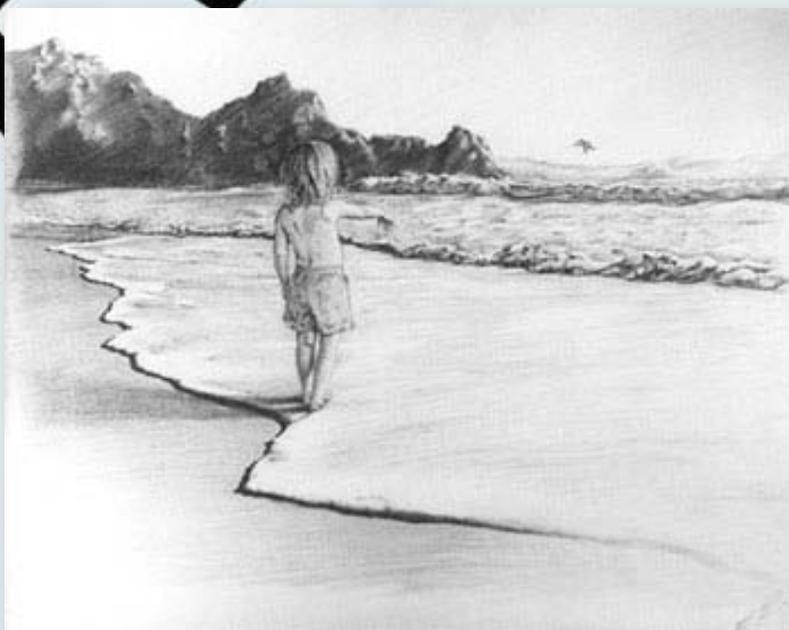
"Son," the man said, "don't you realize there are miles and miles of beach and thousands of starfish?"

"You can't possibly make a difference!"

After listening politely, the boy bent down, picked up another starfish, and threw it into the surf.

Then, smiling at the man, he said...

"I made a difference for that one."



The Power of One

I am only one,
but still I am one.
I cannot do everything,
but still I can do something;
and because I cannot do everything,
I will concentrate to do something
I can do.

Edward Everett Hale

PREVIEW

Appendix



Who I Am Makes A Difference Story as shared with Helice Bridges

A teacher in New York decided to honor all of her high school seniors by telling each of them how much of a difference they made. Using the Who I Am Makes A Difference Ceremony, she called each student to the front of the class, one at a time. First she told the class how that student made a difference to her. Then she presented each of them with a "Who I Am Makes A Difference" blue ribbon.

Afterwards the teacher decided to do a class project to see what kind of impact acknowledgment could have on their community. She gave each of the students three more ribbons and instructed them to go out and spread this Acknowledgment Ceremony. They were to follow up on the results, see who they honored and report back to the class in about a week.

One of the boys in the class went to a junior executive in a nearby company and honored him for having helped him with his career planning. The boy gave him a blue ribbon, placing it on his shirt just above his heart. Then he gave the junior executive two extra ribbons, and said, "We're doing this project on acknowledgement, and we'd like you to go out and find someone to honor. Give them acknowledgement then give them the extra blue ribbon so they can acknowledge another person to keep this Acknowledgment Ceremony going. Then, please report back to me and tell me what happened."

Later that day the junior executive went in to see his boss who had been noted, by the way, as being kind of a grouchy fellow. He sat his boss down and told him that he had only admired him for being a creative genius. The junior executive asked him if he would accept the gift of the blue ribbon and would he give him permission to put it on him. His surprised boss said,

The junior executive took the blue ribbon and placed it right on his boss' jacket above his heart. As he gave him the last extra ribbon, he said, "Would you do me a favor? Would you take this extra ribbon and pass it on by honoring someone else? The young man who first gave me the ribbons is doing a project in school and we want to keep this recognition ceremony going. Find out how it affects people."

That night the boss went home to his 14-year-old son and sat him down. He said, "The most incredible thing happened to me today. I was in my office and one of the junior executives came in and told me he admired me and gave me a blue ribbon for being a creative genius. Imagine. He thinks I'm a creative genius. Then he put this blue ribbon that says 'Who I Am Makes A Difference' on my jacket above my heart. He gave me an extra ribbon and asked me to honor someone else to honor. As I was driving home tonight, I started thinking about whom I would honor with the ribbon and I thought about you. I want to honor you.

"My days are really hectic and when I come home I don't pay a lot of attention to you. Sometimes I scream at you for not getting good enough grades in school or for your bedroom being a mess. But somehow tonight, I just wanted to sit down and, well, just let you know that you do make a difference to me. Besides your mother, you are the most important person in my life. You're a great kid and I love you!" The startled boy started to sob and sob. He couldn't stop crying. His whole body shook. He got up, walked over to a drawer, opened it and took out a gun. Holding the gun in his hand, he looked up at his father and through his tears he said, "I was planning on committing suicide tomorrow, Dad, because I didn't think you loved me. Now I don't need to."

THE NATURALIST AND THE EAGLE

THE NATURALIST AND THE EAGLE

One day a naturalist was passing by a farm. He glanced over at the chicken yard and noticed, among the chickens pecking away at the corn, one of the most beautiful eagles he had ever seen.

He said to the farmer, "What in the world is that eagle doing in the chicken pen?"

The farmer drawled, "Well, I really don't know, but I think he thinks he's a chicken. He's been there for a long time and he won't leave. I've tried to scare him away, but he won't go."

The naturalist smiled and said, "I'll make him leave." So he went into the pen and lifted up the eagle. The eagle was indeed a magnificent bird. He flexed his huge wings, and the naturalist could see some of the eagle's latent power.

The naturalist said to the eagle, "Stretch forth your wings and fly! You're not a chicken, you're the king of all birds! You can soar over the entire country. Don't be satisfied with this chicken pen!"

But the eagle plopped down from his arm and went right on pecking for corn just like all the chickens. For days the naturalist kept coming back and putting the eagle on his glove. But the Eagle wouldn't budge.

Finally, exasperated, the naturalist went back to the farmer. "What in the world can I do? That eagle won't budge. He believes he's a chicken!"

"Well," the farmer drawled, "if I had you, and I had the time, I'd teach him to fly."

The naturalist looked at the farmer for a moment or two. "You know that's a good idea!"

So the naturalist put the eagle in a cage in his truck and drove to the base of a nearby mountain. There he strapped the cage to his back and climbed high up on the mountain.

He set the cage down on a cliff and opened it, but still the eagle wouldn't budge. He just peered out, blinked, and gazed down at the chickens, far below.

The naturalist carefully took the eagle out of the cage and put him on a rock. The eagle looked up at the sky and again his beautiful wings gleamed in the sunlight as they stretched out just a little. For the first time, it seemed that the eagle actually felt different. When he glanced down at the chickens his wings trembled.

The naturalist knew the eagle desperately wanted to fly. He believed that the only thing that stood in his way was fear, so he reached out and very gently pushed the eagle. But it wouldn't move. Finally, the naturalist sat down, utterly exasperated. He looked at the eagle, at the sky and at the chickens far below. "How can I teach him to fly?" he wondered. Then he happened to glance up at the mountain top, and he knew the answer. He got the eagle back into the cage, and climbed to the top of the mountain.

There the eagles roosted. They built their nests and mated, and soared magnificently.

The eagle saw all of this, and as soon as the naturalist took him out of the cage, he stretched his gorgeous wings and eagerly lifted himself off the rock. Almost he dropped but then he suddenly found, like the other eagles, that he could fly effortlessly. The eagle never returned to the chicken yard, for he discovered who he was: an eagle, and he loved it.

PREVIEW

Who Packs Your Parachute?

Who Packs Your Parachute?

Charles Plumb, a U.S. Naval Academy graduate, was a jet pilot during the Vietnam War. After seventy-five combat missions, his plane was destroyed by a surface-to-air missile.

Plumb safely ejected and parachuted into enemy territory. He was captured and spent three years in a Communist Vietnamese prison.

He survived the ordeal and now lectures on the Sessions he learned from that experience.

One day, when Plumb and his wife were sitting in a restaurant, a man at another table came up and said, "You're Plumb! You flew jet fighters in Vietnam from the carrier Kitty Hawk. You were shot down!"

Somewhat surprised, Plumb asked, "How in the world did you know that?"

The man replied, "I packed your parachute."

Plumb gasped in surprise and gratitude. The man nodded his hand and said, "I guess it worked."

"It sure did. If the chute you packed didn't work, I wouldn't be here today!" Plumb responded.

Plumb couldn't sleep that night, thinking about that man. He says, "I kept wondering what he might have looked like in a navy uniform: a white hat, a bib in the back, and bell-bottom trousers. I wonder how many times he might have seen him and not even said good morning, how are you, or anything else because, you see, I was a fighter pilot, and he was just a sailor."

Today, when Plumb speaks professionally, he asks audiences, "Who's packing your parachute?"

Plumb's story is a compelling reminder that our lives are richer and our work easier because of those who are committed to doing what is asked of them and doing it well. Surely they are worthy of our recognition.

Experts of all kinds have told us for years that next to physical survival, one of our deepest needs as human beings is to be affirmed or validated for who we are and what we contribute.

Make a mental decision today to recognize at least three people a day, every day for the next thirty days and measure for yourself if it doesn't make a world of difference!

As you know, it takes twenty-one to thirty days to develop a new habit.

Can you imagine just how uplifted people throughout the world would be if everyone developed this new habit?

Acknowledgment is exponential in its reach.

PREVIEW

LOVE AND THE CABBIE

LOVE AND THE CABBIE by Art Buchwald

I was in New York the other day and rode with a friend in a taxi. As we got out, my friend said to the driver, "Thank you for the ride. You did a superb job of driving."

The taxi driver was stunned for a second. Then he said, "Are you a wise guy or something?"

"No, my dear man, and I'm not putting you on. I admire the way you keep cool in heavy traffic."

"Yeah," the driver said and drove off.

"What was that all about?" I asked.

"I am trying to bring love back to New York," he said. "I believe it's the only thing that can save the city."

"How can one man save New York?"

"It's not one man. I believe I have made the taxi driver's day. Suppose he has 20 fares. He's going to be nice to those 20 fares. If someone was nice to him. Those fares in turn will be kinder to their employees or shopkeepers or waiters or even their own families. Eventually the goodwill could spread to at least 1,000 people. Now that isn't bad, is it?"

"But you're depending on it," my friend said. "I'm aware that the system isn't foolproof so I might deal with 10 different needs today. If, out of 10, 1 can make 3 happy, then eventually I can indirectly influence thousands of 3,000 more."

"It sounds good on paper," I admitted, "but I'm not sure it works in practice."

"Nothing is lost," he doesn't. It didn't take any of my time to tell that man he was doing a good job. He neither received a larger tip nor a smaller tip. If it fell on deaf ears, so what? Tomorrow there will be another taxi driver whom I can try to make happy."

"You're some kind of nut," I said.

"That shows you how cynical you have become. I have made a study of this. The thing that seems to be lacking, besides money, of course, for our postal employees, is that no one tells people who work for the post office what a good job they're doing."

"But they're not doing a good job."

"They're not doing a good job because they feel no one cares if they do or not. They shouldn't someone say a kind word to them?"

We were walking past a structure in the process of being built and five workmen eating their lunch. My friend stopped.

"That's a magnificent job you men have done. It must be a difficult and dangerous work." The five men eyed my friend suspiciously.

"When will it be finished?"

"June," a man grunted.

"Ah. That really is impressive. You must all be very proud."

We walked away. I said to him, "I have never seen anyone like you since 'The Man from La Mancha.'"

"When those men digest their meals, they will feel better for it. Somehow the city will benefit from their happiness."

"But you can't do this all alone," he protested. "You're just one man."

"The most important thing is not to get discouraged. Making people in the city become kind again is not an easy job, but if I can enlist other people in my campaign..."

"You just winked at my plain-looking woman," I said.

"Yes, I know," he replied. "And if she's a schoolteacher, her class will be in for a fantastic day."

God's Business at 35,000 Feet

I went to sleep last night embracing and recalling the various Acknowledgment opportunities in my life. This experience comes to mind because business is not always business as we would perceive it to be. God's business is always present and available, as long as we are open to realizing He has set our appointments.

I sat in my seat on a cross-country flight. As always, I was buried deep in my work in order to distract myself from the boring drone of the engines and to take me mentally away from the mundane nature of yet another airplane trip.

As I sat there, I could not help but overhear the conversation taking place behind me, between a father and his son. It was a beautiful exchange. The father was explaining the wing of the air craft and the physics of lift. The conversation continued for almost the entire flight. What struck me was not the content of the conversation but the fact that this father was so comfortable being in the experience of life with his son. What a beautiful relationship and expression of a fathers love.

Moreover, the distinction within me, that such a conversation was an exception and not the rule. I was struck by the love in the father's voice and the excitement in the voice of his son as they shared and exchanged the learning opportunity of this travel experience. I buried myself in my work and continued to my destination.

The conference that weekend was wonderful, and I found it necessary to cancel my return flight and spend an extra night providing mentoring for one of the conference participants. Monday morning found me once again packing, preparing for yet another cross country flight to my next conference.

As I placed my bag in the overhead compartment I glanced behind me and low and behold, a father and son sat the same father and son duo. At that point I experienced that inner twinge, that prompt of the spirit, that this was not just a coincidental happenstance.

Once airborne and in a position to "move about the cabin" I took three Blue Wristbands from my briefcase and moved from my seat and introduced myself to the father and his son. I explained how I had been sitting in front of them on the previous Thursday and how moved I was by the love and obvious connectivity between father and a son. I acknowledged the father for his attentive and loving leadership and dedication to his son. I then presented the young man with a Blue Wristband and gave him two more and encouraged him to pass on this acknowledgement to two others who made a difference in his life. A part of me wanted to acknowledge his son as well, yet that inner prompting within held me back.

I returned to my seat and hunkered down for the remainder of the flight. A few minutes later I felt a gentle tap on my shoulder. I looked up from my laptop to see the brimming face of the young man who I had acknowledged. He stood there before me wearing a Blue Wristband placed proudly on his wrist. His eyes were shining and the beam on his face told me that the moisture was representative of an expression of joy and happiness.

"Mr." he asked, "do you have any more of those Blue Wristbands? You see, my dad told me how much he loved me and how proud he is of me. He told me how brave I am and how much I mean to him and how my being with him has made him strong. Then he gave me this Blue Wristband." He pointed proudly to the Blue Wristband. "Then he gave me the other Wristband," he said, "and told me to give it to someone who has made a difference in his life."

"Well Mr." he continued, "you see I was in the seats in front of my dad, the lady and the girl next to her? That's my mom and my sister. You see, a while back my dad and my mom decided to separate and were thinking about getting a divorce. My mom and sister went to live with my grandma and my dad and me and my dad stayed back home. We came out here last week to ask my mom to come home and see if we could make our family 'work' again. They said yes, and now we are going back home together as a family. You see Mr., I only have one Blue Wristband left to give away. I can't decide if I should give it to my mom or my sister. I missed them so much, and I'm so happy that they are coming back home with us. I sure would like to give them both a Blue Wristband. Do you have any more?"

I could hardly contain my tears. I reached into my briefcase and took out the remainder of the package of 100 Blue Wristbands I had with me. I handed them to the young man and asked him to make sure to spread his love to all those who made a difference to him. He graciously accepted these wristbands and returned to acknowledge his mother and sister.

A little while later as I stood up from my work, I noticed the flight attendant moving past me, with a Blue Wristband placed on her wrist and, protruding from the pocket of her uniform vest, two more Blue Wristbands. I knew then that the rest of the wristbands were in good hands. As I turned around to find the young boy, I discovered him sitting between his father and his mother and his little sister sitting on daddy's lap. All of them were wearing Blue Wristbands.

As our eyes met, there was a most loving and gracious nod of love and appreciation.

The enigmatic nature of this simple Blue Wristband, once again promoting love and all that is pure and wonderful. At that point I realized that the success of the conference wasn't the only Business God had planned for this trip.

Handouts



3-Step Acknowledgment	Pages 91-93
Personality Inventory Test Online Access	Page 94
Personality Styles Colors Ceremony	Page 95
Personality Styles Review	Page 101
Colors Group Activity	Page 102
Lists of People that Make A Difference	Pages 103-105
WANTED Poster Activity	Page 106
Acknowledgment Cards	Page 107
Motivational Mini-Posters	Pages 108-111
Feedback Form	Page 112

PREVIEW

ACKNOWLEDGMENT Ceremony



I Make A Difference® 3-Step Wristband / Sticker Acknowledgment Ceremony

Step 1 • Each person receives one 'I Make A Difference' wristband and/or sticker and give to the person sitting next to or behind him or her, and so on around the room, saying out loud and with eye contact if you can: "I want you to know that **you Make A Difference by the way you _____.**"

Examples: *You make a difference by the way your smile lights up a room; by the way you help others; by the way you show you care,* etc.

The last person in the cycle gives the wristband/sticker to the person who started the Acknowledgment Chain.

Step 2 • Tell them that they can wear their wristband every day, and **when they are having a tough day, to simply rub their finger over the words on the wristband (or look at their sticker) to remind them that they do make a difference because someone told them so.**

Tell them that if they have just been bullied, or embarrassed by someone, to turn the wristband inward, toward their own hearts, to help them remember just how valuable they are. (If sticker has been given; turn it so you can look down and read it for yourself.)

Tell them if they are down or sad to turn the wristband/sticker outward toward the world of other people's hearts to remind themselves that there is ALWAYS someone out there in the world who needs someone like them to make a difference by kindness, assistance or even a simple smile.

Help them understand that by showing compassion for others, they'll feel better themselves.

Compassionate connection turns "me" into "we" and in that, when we "get outside" our own problems with others and put ourselves into their shoes, we access understanding and then can better communicate to find solutions.

Step 3 • In the spirit of the NY Teacher's Pay It Forward www.AcknowledgmentMovie.com story, give each 3 more wristbands/stickers to put on their wrist (or to keep in pocket, purse or briefcase) to wear until they find people who have made a difference in their lives that they can pass the wristband/sticker on to, saying why and how those people have made a difference in their lives, going through steps 1 & 2.

You may even suggest that one day, when they have received a random act of acknowledgment from someone else that they can pass the Make A Difference Wristband/Sticker along to that person to keep the Wristband/Stickers impacting lives.

(Inside of each wristband/sticker is a website where other people can go to get wristbands so they can **Pay It Forward** in the spirit of Making a World of Difference through the profound power of Acknowledgment at: www.MakeADifference.com)

PREVIEW

3-Step Blue Wristband / Sticker Acknowledgment for Random Acts of Acknowledgment

Step 1 • Notice when someone has just provided you with great service or random kindness: Ask them for a moment of their time to acknowledge them.

Step 2 • Tell them how much you appreciate their kindness, help and/or service: Take out a wristband /sticker and say: *This is a Wristband/Sticker that says I Made a Difference® and I want to give it to you today because you really have made a difference in the last few minutes and here's why_____.*

Step 3 • Respect their choice to receive your gift: Ask if they will accept your gift...when they say YES, then give them the wristband / sticker. Then you can also give them 3 more wristbands/stickers to Pay It Forward to other people.

Also, ask for permission to give them a Hug. If you can see they are not instantly open to or comfortable with this, simply smile and tell them that you hope they have a great rest of the day because they've really made your day.

Always acknowledge the best
in yourself and others
and the world will always change for the better
before your very eyes.

-Mary Robinson Reynolds

Color PERSONALITY Style FREE Test go to : www.MakeADifference.com/ColorQuiz

COLORS HOME

UCLICK

UTRAIN

SYNERGIZE YOUR LIFE

BE A FACILITATOR

COLORS TESTS

GET WRISTBANDS

HAVE MARY SPEAK

CONTACT ME



CONNECTING With Colors: PERSONALITY STYLES SIMPLIFIED & SYNERGIZED!

Find out Your Predominant Color Style

Take Free Colors Personality
Style Test for Adults

[Click Here](#)

Take Free Colors Personality
Style Test for Tweens/Teens

[Click Here](#)

Your Results will Include:

- A general description of your predominant, or "primary" color personality style.
- A description of your Strengths, Intellect, Motto, Problematic Area & Quirk!
- A recommendation about how to better relate to the other Color Styles

Upgrade to Individualized Personality Style Profiles (PSP's)



At Home



At Work



Lead/
Manage



In Sales



Love/Sex
/Money



Parents/
Teachers



Teens/
'Tweens

To assure you have enough 'Connecting Turns Me into We = SYNERGY' wristbands in each of the 4 Color Styles on hand; 3-4 weeks before your Connecting with Colors® training day, you will want to reach an agreement with your decision maker that everyone who is going to be in the training take the FREE Color Personality Style Test. For BEST RESULTS let them know that they can get their entire staff individualized PSPs – Personality Style Profiles culminating with a **Team / Group Report** for the decision maker. It will require an investment at Quantity Pricing per Industry and/or Area of Interest: Work, Sales, Management, Home, Love, Parenting/Teaching, 'Tweens/Teens go to:

www.ConnectingWithColors.com/PSP

3 Steps to SYNERGISTIC CONNECTION

I Make A Difference@3-Step Wristband SYNERGISTIC Connection Ceremony

Step 1 • Because all of the participants have already taken their PSPs weeks ahead of this event, you have a colored wristband ready for everyone. Explain to the audience what is going to happen BEFORE you start handing out the wristbands.

They are going to be given their predominant color wristband to hold onto while everyone else is being given theirs. After each person receives their predominant Color 'Connecting with Colors **into We = Synergy**' Wristband they will hand their Color Wristband off to the person sitting next to or near to them to give back to them at the **appointed moment** when every one will acknowledge everyone else by saying out loud together: **What's special about you is ...** followed by, **You Make A Difference, and this is our best 'Connecting with Colors SYNERGISTIC' Year Ever!**

Make certain everybody has somebody to give their Color Wristband back to. Hugs and laughter are definitely allowed. People are not acknowledged enough in our society and so we want everyone to experience what it feels like to be a part of a greater good.'

Step 2 • Tell them that they can wear it every day and when they are having a tough day, to simply rub their finger over the words on the wristband to remind them that they *do* make a difference. Tell them that if they have just been bullied, or embarrassed by someone, to turn the wristband inward, toward their own hearts so they can read it, to help them remember just how valuable they are.

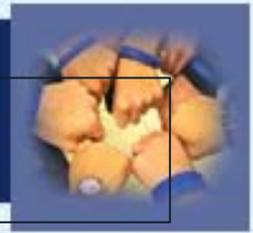
Tell them if they are down or sad to turn the wristband outward toward the world of other people's hearts to remind themselves that there is ALWAYS someone out there in the world who needs someone like them to make a difference by kindness, assistance or even a simple smile.

Help them understand that by **reaching out to connect with others**, they'll feel better themselves. Connection turns "I" into "we" and, in that, when we "get outside" our own problems with others and put ourselves into their shoes, we then access understanding and can better collaborate to find solutions.

Step 3 • **Lead it forward** by taking this life changing information out into your community. (Inside each wristband is a website where other people can go to get wristbands so they can lead it forward, in the spirit of Making A World of Difference through the profound power Connecting with Colors.)



COLORS Review



You can draw from your own reservoir of power knowing that you possess all four colors in your personality.

Learn to recognize what colors are dominant in other and how to use this knowledge for better communication and understanding of other people:

Red People are direct and want a straight forward approach with focus and speed on getting and immediate results. They are great at delegating.

Yellow People are accommodating, flexible, want to be consulted as to their opinion and must feel an integral part of the group. They are highly creative and fun!

Blue People are knowledge based and ask questions in order to have time to assess alternatives and problems. They do not like to be pressured into rapid action.

Green People turn "what if" ideas into creative systems and benefits. They are reserved, cautious & they make decisions only after careful evaluation.

Delegators

Results Oriented
Take Charge
Bottom Line
Direct Approach

RED

Talkers

Friendship Oriented
Expressive & Outgoing
Master Communicator
Is A Team Player

YELLOW

Implementors

Implements Systems
Innovative & Sensitive
Knowledge Intensive
Gets Things Done

BLUE

Thinkers

Creates Systems!
Highly functional &
productive
Sees the Big Picture!
Analytical & Methodical

GREEN

PREVIEW

COLORS Group Activity



1. What color are you?
2. What are 5-10 strengths and positive characteristics of your color?
3. List 5-10 ways you like to receive Acknowledgment, i.e., through compliments, praise, recognition, appreciation, regard, gifts.
4. List 5-10 ways you like to give Acknowledgment, i.e., through compliments, praise, recognition, appreciation, regard, gifts.

PREVIEW

LISTS of People Who Make a Difference in Your Life

So now that you are prepared for all kinds of responses and reactions, let's start the process by making a few lists. This will help you organize the process and make it easier to get started:

People Who Make a Difference in your Organization

administrator

volunteer 1

volunteer 2

volunteer 3

member 1

member 2

member 3

administrative assistant

office manager

board member

minister, assistant ministers

People Who Make a Difference Who are Family and Friends

mother

father

brother/sister

grandmother

grandfather

cousin

friend

People Who Make a Difference in Your Community

Neighbors

coffee shop person

car mechanic

dry cleaner

bank teller

mail deliverer

dentist

doctor / nurse / receptionist

store clerks

waitress

PREVIEW

Once you have filled them out, start finding opportunities to deliver them. They can be acknowledgments that you write, or verbally present, or they can be something quite different.

As long as the acknowledgments are true and real for you, acknowledge away. Here are some examples of acknowledgments that may help get you started, and also make you more aware of the incredible power that acknowledgments can have.

People Who Make a Difference in Your Kid's School

Superintendent

School Board

Principal

Teacher

Teacher

Teacher

Nurse

Counselor

Parent Volunteers

School Secretaries / Administrative Assistants

Bus Drivers

Custodial and Maintenance Professionals

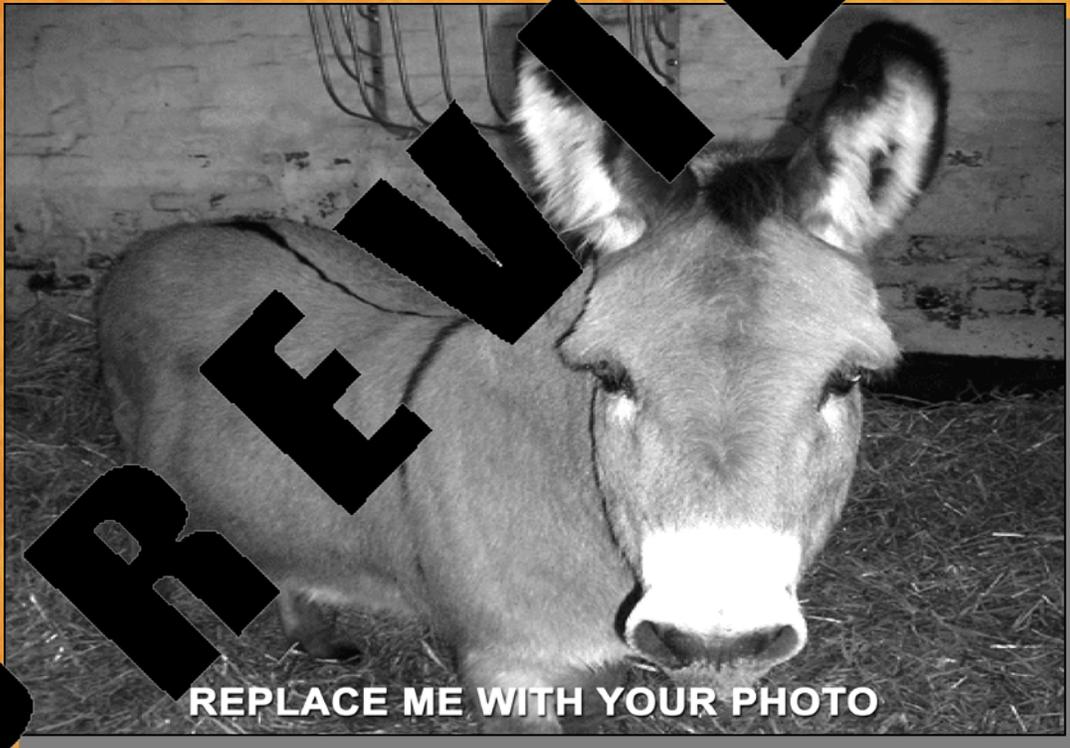
Foodservice Professionals

PREVIEW

*Lists of people excerpted /modified from *The Power of Acknowledgment* by Judith W. Umlas

WANTED

TO ACKNOWLEDGE
FOR MAKING A DIFFERENCE



REPLACE ME WITH YOUR PHOTO

REWARD

1 MILLION APPRECIATIONS

Acknowledgement Cards from John Wayne "Jack" Schlatter author of *Gifts by the Side of the Road* which has *The Simple Gesture* story and *The Magic Pebbles* - who has personally given out over 3,000 of these cards over the years. He carries them in his pocket and gives them out generously.

FRONT

You Are Unique

You Are Wonderful

You are Important to the World

Your Presence May Be the Present Someone Needs



BACK

Thank you for being who you are and doing what you do.

Who you are is wonderful.

What you do is important.

Remember:
Conceive It - Believe It - Achieve It



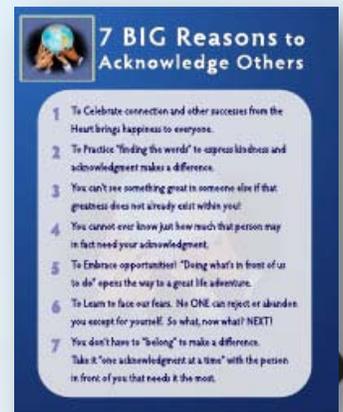
The PDFs of front and back of the cards are included in the document package named as "Acknowledgment_Cards1.pdf" and "Acknowledgment_Cards2.pdf"

Print these two-sided on card stock and cut them up to make 21 cards per sheet.

Review Learning Points / Close (5 minutes)

1. Distribute copies of the **Motivational Learning Mini-Poster** ("Remember ...") to all participants:

*"As we wrap up our Make A Difference Program today, let's review seven key learning points from the **Power of Acknowledgment**."*



2. Using **Presentation Slide # P81**, review each of the seven steps that appear on the poster. Consider commenting on each point before moving to the next.
(Note: This is a "build" slide. Each question will be revealed by a separate presentation slide. Once the slide is completely revealed, leave it displayed for the remainder of the session.)
3. Encourage participants to place their copy of the poster in their work area where they will see it and constantly be reminded of the **Power of Acknowledgment** message.
4. Close the session by sharing your personal feelings about **Power of Acknowledgment**. Describe how you see it benefiting your organization with volunteers, member, support staff and YOU, personally. Emphasize that those benefits can only be realized if everyone ACTS on what is in front of them to do, they WILL Make A Difference when everyone "connects" synergistically.
5. Then, open the floor for final comments and feelings from participants.

Complete Feedback Forms / Distribute Certificates (10 minutes)

1. Thank everyone for their time and participation.
2. Distribute and ask participants to complete **Feedback Forms**. Ask participants to be honest and candid in their responses. Allow 4-6 minutes for completion.
3. Collect the Evaluation Forms and give each participant a **Certificate of Completion**.

(Note: Add participant names to the certificates, and print, sign, and date them prior to training.)

A feedback form titled "Feedback Form" with a globe icon. It says "Make A Difference with the Power of Acknowledgment Program" and "Thank you for taking a few minutes to complete this feedback form. Your responses are extremely important to us." It has a rating scale from 1 (low) to 5 (high) for: 1. Content, 2. Leader Delivery, 3. Exercises, and 4. Handouts. It also has sections for "Please comment on how this program has helped you:", "What will you do as a result?", "What did you like best about this program?", and "Any preferences you'd like to see included in future Acknowledgment activities?".A certificate titled "Certificate of Completion" with a globe icon. It says "This is to certify that _____ has successfully completed the **Make A Difference** With the **Power of Acknowledgment** MONTH". It has lines for "Facilitator" and "Date".

PDF is included in the document package

GET READY TO EXPERIENCE
Make A Difference
MONTH



PREVIEW



7 BIG Reasons to Acknowledge Others

- 1** To Celebrate connection and other successes from the Heart brings happiness to everyone.
- 2** To Practice "finding the good" to express kindness and acknowledgment makes a difference.
- 3** You can't see someone as great in someone else if that greatness does not exist within you!
- 4** You can not ever know just how much that person may in fact need your acknowledgment.
- 5** To Embrace opportunities! "Doing what's in front of us" opens the way to a great life adventure.
- 6** Learn to face our fears. No ONE can reject or abandon you except for yourself. So what, now what? NEXT!
- 7** You don't have to "belong" to make a difference. Take it "one acknowledgment at a time" with the person in front of you that needs it the most.

PDF is included in the document package

Certificate of Completion



This is to certify that

_____ has successfully completed the

Make A Difference

with the

Power of Acknowledgment

MONTH



Facilitator

Date



Feedback Form

Make A Difference with the Power of A cknowledgment Program

Thank you for taking a few minutes to complete this feedback form. Your comments are extremely important to us.

- 1. Contents: (high) 5 4 3 2 1 (low)
- 2. Leader Delivery (high) 5 4 3 2 1 (low)
- 3. Exercises: (high) 5 4 3 2 1 (low)
- 4. Handouts: (high) 5 4 3 2 1 (low)

Please comment on how this program has helped you.

What will you do as a result?

What did you like best about this program?

Any preferences you'd like to see included in future Acknowledgment activities?

PREVIEW

PDF is included in the document package

Training Bytes



Here are some suggestions to help make your **Make A Difference Program** a positive and memorable learning experience for everyone:

- To shake off the nerves, greet participants warmly as they arrive to the Kick-Off Talk. Thank them for being there. Visit with them about what they think is going to happen.
- Play upbeat music before the Kick-Off Talk. Play "Because You Loved Me" by Celine Dion and/or "How Could Anyone" by Libby Porter during Acknowledgment Ceremony.
- Ask participants to turn off cell phones, ipads and pagers during the Kick-Off Talk.
- Keep the room temperature cool and comfortable.
- Get participants involved early with your enthusiasm and interest in what they think. Involvement in the exercises and activities will increase interest and enhance learning.
- Be sure to move around the room – stand on the side of the screen so visuals can be seen at all times.
- Ask team leaders to demonstrate GREATNESS exercise and Acknowledgment ceremony.
- Do your best to avoid "looking to" PowerPoint Presentation slides. Point to them – but be sure to look at the audience as you speak.
- Hand out "Feedback forms" within the last 5-10 minutes of the last day of activities so participants can have the form completed (and collect them) before the group departs. Turn information on evaluations into your personal encouragement and continued success.
- Thank everyone for their time and participation before closing the last Session.

How to Make the Learning "Grow"

(What to Do *Next* to Keep Momentum Going Forward)



21st Century Transformational Leaders know that professional development training is most effective when viewed (and conducted) as an ongoing process rather than a one-time event .

We Recommend these Mary Reynolds' field tested training UTRAIN&Coach® Packages:

UTRAIN&Coach® Connecting with Colors® Personality Styles Simplified & Synergized

In today's world, Church Leaders, Managers, Directors, Administrative Professionals, Business Owners, Entrepreneurs are now stepping up to do a great amount of staff training that was previously done by Professional Development Trainers. NOW ...You, your staff and invested associates can now be trained with Colors® UTRAIN®Program at your convenience; as your schedule allows. You can utilize the **Do-IT-YOURSELF** Training at your place of business, office or site-wide campus at you convenience on your own schedule. Connecting with Colors® UTRAIN®Program includes engaging PowerPoint presentations that will help you deliver a clear concise learning experience and a powerful presentation to your associates and staff. www.ConnectingwithColors.com/UTrain

Connecting With Colors® Personality Styles Facilitator Certification Self Paced VIRTUAL Bootcamp

FINALLY - a CERTIFICATION for the In-House, Internal Facilitator or Professional Development Trainer as well as the Entrepreneur in need of a 6-Figure +Speaking "business-in-a-box" designed SPECIFICALLY for heart-connecting experts who are committed to providing amazing content AND ready to enjoy BIG speaking, training contracts and YES, even sales results ...all without being manipulative or forceful! Imagine , In Just a Few Weeks from now, You'll Be Ready to Open Doors With Your Content with Colors® Signature Talk & Training IN HAND Perfectly Designed for You to give to those people who need, want and are ready for EXACTLY what You have to offer BEGINNING TODAY with this Self Paced Virtual Bootcamp!

www.ConnectingwithColors.com/CertifiedFacilitator

Team SYNERGY 101: Transformational Leadership

This **UTRAIN&Coach®** 15-hour Training is the next level after LEADING with The Power of Compassion half day training which sets up the FOUNDATION for Team SYNERGY's 15 hour, day and a half training or 7-8 two-hour weekly in-services; whichever works best for your organizations needs. In addition to the 15-hours of audio downloadable MP3 – session-by-session training you will receive Mary's additional **Make a Difference in 9-Weeks Activities Curriculum**, full of unique activities that generate Team Synergy . These simple, yet profound activities will guide the way for open, effective and compassionate 2-way communication that literally shoots productivity through the charts! (Training includes 1-session on **Connecting with Colors**)

www.TeamSynergy101.com The companion book for this training is **The Power of Compassion: 7 Ways You Can Make A Difference.**

Victim No More: Healing Bully Behaviors

UTRAIN&Coach® for training . All you need to do is press click and it will play Mary's training PowerPoint webinar for your group. Mary does all the work, and then you invite the group into productive discussions afterward to discuss and implement the concepts taught.

Do you struggle with how to deal effectively with those that bully? Are you the victim of bully behavior, feeling hopeless and helpless? Or are you the administrator, manager, parent or partner dealing with co-workers, youth and family members who use abusive tactics to control and keep the world at bay? It's Time ... to resolve, dissolve and heal the fundamental issues underlying bully behaviors and victim mentality without using old-school, be the bigger bully, "teach them a lesson" abusive, attack back techniques.

www.MakeADifference.com/VictimNoMore

About The Author



Mary Robinson Reynolds



Mary Robinson Reynolds holds an M.S. in Educational Psychology, Counseling & Development. She considers herself a TurnAround Specialist and is the author of several books. Her entrepreneurial trek, which has involved working with adults and children in educational, corporate and organizational settings, began nearly twenty years ago when she realized that as a teacher, and later as a guidance counselor, she was having success with at-risk youth that a large percentage of the educators would want to know about.

Today, she creates the programs that anyone can use to create the compassionate and professionally work environments based on the social emotional work she conducted with over 10,000 business owners, corporate and organizational participants across the U.S. Her first-hand knowledge of the day-to-day demands of owning and running an organization - volunteer recruiting, training, managing, fundraising - as well as the long term goals for benefiting a large community of people.

As a TurnAround Specialist, Mary knows that running an organization also includes effectively dealing with negative mindsets and misunderstandings that can lead to negativity among volunteers and staff, which can - if not effectively defused - ultimately seep out to the goals of the organization.

The development of her work with such a diverse and creative group of individuals has been key to the growth and reach of her intention to make a difference.

There is nothing more important to Mary than her faith, husband, children and extended family and friends. Her passion for world healing and peace is one of her top priorities. She feels the greatest of all her achievements is her loving blended family, with her husband's two daughters and her son.

PREVIEW