

# AM I THE BEST YOU EVER HAD?!



THIS IS PROBABLY THE SCARIEST QUESTION YOU COULD EVER ASK IN THE BEDROOM!!! But what if you bothered to ask that question of yourself in other domains in your life... like at work?! Because what I've noticed from working with some of the most dynamic people in aspirational companies like Sony, Warner Bros, and L'Oreal is the people who stand out are those who always ask this question of themselves. What this question ultimately

uncovers are your personal standards... what is the minimum standard they are willing to accept for what they do.

Now let's go back into the bedroom again. What if you asked your partner the question, "Am I the best maker of beds you've ever had?" What if the answer was, "You're good but you make the bed pretty averagely because you don't fluff up the pillows!" Naturally, when it came to making the bed next time you'd make sure you'd fluff up the pillows wouldn't you?! In other words, you'd raise your standards!

Now think about this in terms of work. When was the last time you took a piece of work and asked yourself...? Is the best I've ever done? Do it with the last three major things you did. It could be a presentation, a sales meeting or a project.

## HERE ARE THREE SURE WAYS TO RAISE YOUR STANDARDS:

1. **Raise Your Game.** It's all in the decisions you make about what is acceptable and what is not. You must turn your 'shoulds' into 'musts'. When I debrief something that just didn't go right I hear common language that sounds like, "I should have done this, I should have done that," essentially we are 'shoulding' all over selves! So make your 'I **should** go to the gym' into 'I **must** go to the gym'.
2. **Get Inspired.** The American marines have a wonderful credo that says you become the type of person you hang out with. Find people or groups to be a part of and you'll be amazed how quickly you find your standards improve.
3. **Life Long Learner.** Being 'your' best is rarely a random occurrence. It takes focus and a learning attitude of curiosity. Curiosity might of killed the cat but it super-charges our learning capability. Make learning new things a daily occurrence...make curiosity part of your routine! It will stand you out from the crowded hallways of mediocrity.

If I ask people if they are happy, most say yes. But if I also ask them does your happiness make you feel fulfilled most say no. There is always something just out their reach that creates a gap between happiness and fulfilment. The good news is that gap is relatively close. It's just a question of knowing what you really want and raising your standards to get you there. That way you can become the best you've ever been!