



**GAVIN SHARPLES**  
DIRECT

Action Tool

# Tripble Action

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This action tool allows you to gather information, write down ideas, and formulate plans for immediate action.

Many people today are being sold, and have been sold on the mistaken idea, that thoughts create desires and that the "law of attraction", will allow people to idly sit by and wait for results to magically appear. Obviously nothing happens or can happen without first thinking about it. However, to merely think and imagine, visualise and wish, very little is actually going to happen.

For too long people have been sitting idly by living lives of quiet desperation and somehow imagining that someday a miracle would magically happen to create the results from dreams that they have always had.





# The Point

Nothing happens until we make it happen!

## The Logic

- The law of inertia states that an object will remain in its constant state until acted upon by an external force.
- The candle will continue to burn until an external force puts it out.
- The world has been duped into believing that thought alone will bring about change.
- Thinking differently is only half the battle.
- We live in a tangible, physical universe.
- Physical matter is not a figment of our imagination and although it could well be true that all physical matter when broken down is nothing but energy vibrating at different amplitudes, it is still physical matter to you and I.
- It is our actions that we are judged on and not our thoughts. Thank goodness for that, or many of us would have been in prison a long time ago.
- Taking action is what makes the difference. The actions have to be positive and consistent but most importantly they have to be different, immediate and conscious.
- The word action can be broken down into: - act-i-on or things I act on.

### **Different**

Someone once said that *if you do what you've always done, you're going to get what you've always got*. And it has also been said that *the first sign of insanity is to do the same thing again and expect a different result*.

### **Immediate**

Never leave the moment of a great idea without taking the first action step to give the idea life and momentum.

### **Conscious**

Our current actions create our destiny.

Bullet-proof your future by being consciously aware of each action you take.

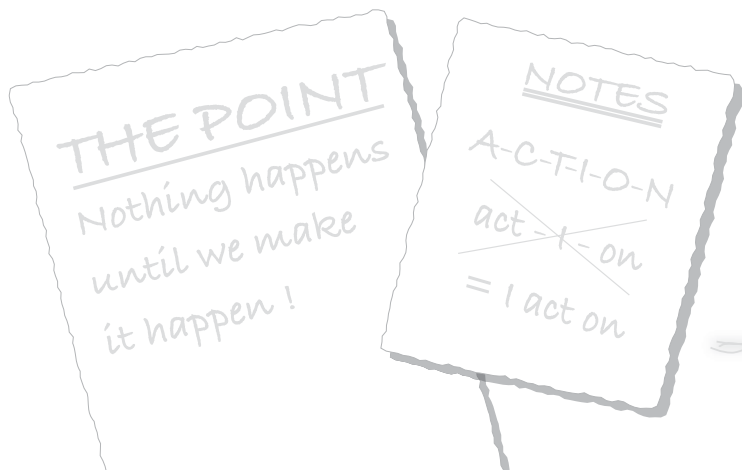
By watching your every action now, and the actions or non-action of others, you will be able to act and counteract for outstanding results.

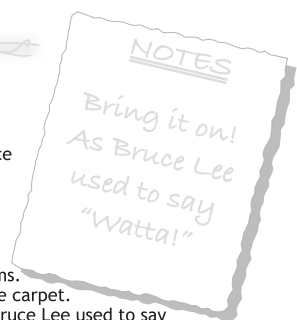
Many opportunities are missed because people are conscious only of the problems and never see the opportunities.

By waking up and acting on opportunities or creatively solving problems we guarantee our success.

## The Action

- Pay careful attention to what people say and how they say it.
- Think back to an idea that you have not yet taken action on and action that now.
- Create an action list in your diary of all the things you know you need to do, and one at a time action the items.





# The Point

A different action when faced with a problem is to look at it squarely in the face and then to say, **"Bring it on!"**

# The Logic

- For far too long people have been running away from and avoiding all problems.
- Some people deny that problems exist in an attempt to sweep them under the carpet.
- A different idea is to look a problem in the eye and say, **"Bring it on!"** Or as Bruce Lee used to say **"Watta!"**
- Problems challenge us to act out of the box. To step up and to perform. To use our God-given gifts to not only solve the problem but to create something new.
- Many loyal clients started out with a problem that was solved.
- During a river rafting expedition, the real fun is had during the rapids. The rapids are a problem that we need to overcome and strangely enough they are regarded as the fun times.

# The Action

- Create a new company philosophy. There will be no such thing as problems, only challenges. People move towards and embrace a challenge. Done\_\_\_\_\_
- No one in the company is allowed to use the word *problem* and should start by announcing that *a new challenge has arrived*. The same person should also have at least two ways to meet the challenge. Two solutions, two ideas or two possible ways to maximise the opportunity. Done\_\_\_\_\_
- Opportunities that are ignored generally come back as problems. Try and identify two recent opportunities that action was not taken on, and then action them. Done\_\_\_\_\_
- You ignored the CV of a top performer who wanted to work for your company and could now work for the opposition. Whose CV or job application did you reject or ignore? Done\_\_\_\_\_
- The disgruntled employee can become your opposition. Set up "one-on-ones" with your team and your managers and resolve any situations. Done\_\_\_\_\_

List two major **personal problems** (challenges) you need to fix.

1. \_\_\_\_\_

Solution:

\_\_\_\_\_

Solution:

\_\_\_\_\_

2. \_\_\_\_\_

Solution:

\_\_\_\_\_

Solution:

\_\_\_\_\_

Bring it on!

List two major **business challenges** (problems) you need to step up to now with your bravery, creativity and personal power.

1. \_\_\_\_\_

Solution:

\_\_\_\_\_

Solution:

\_\_\_\_\_

2. \_\_\_\_\_

Solution:

\_\_\_\_\_

Solution:

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Bravery

NOTES

Business  
Challenges

bravery,  
creativity &  
personal power