

Action Tool

SECTION 8™



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INTRODUCTION

The Section 8 action tool has been designed specifically for you to action the key concepts and ideas in the presentation / dvd you viewed. Using this tool makes the material come alive.

People generally know what to do, but more often than not, don't do what they know.

The time has come to take action, the time has come to be that person who makes a difference.

Actioneers, (cool word, I invented it), like Chris Barnard, Mahatma Gandhi, Martin Luther King, Thomas Jefferson, Neil Armstrong, Nelson Mandela, Stephen Biko, Helen Suzman, Charlize Theron and many, many more, have by their *actions* in their various fields, not only made a difference in the lives of many, but I believe, have opened the paths of belief to what is possible if a great and noble intention is followed up with a massive amount of positive action.

Please remember that not all Section 8 people (i.e. People who make a difference), achieve fame, fortune and glory. In fact 90% of the Section 8's never get recognised. But I believe that this silent Section 8 majority, everyday, in their specific fields, make a difference in the lives of many.

From the teacher who cares, to the brave policeman who places his life on the line every day for the safety of others. From the CEO of the company whose vision and integrity drives the organisation that provides for so many staff and clients for generations to come, to the office cleaner who tirelessly prepares, cleans and makes ready the offices while others sleep. They all go about their business mostly unnoticed, and in most cases, not very well remunerated. Most section 8 people however, do what they do because it makes them feel alive. It leaves them with a sense, a feeling that they have contributed to making this world a better place for our children.

So to you my Section 8, how do I know that you are a Section 8, well you wouldn't have picked up this action tool if you weren't one. My wish for you is that you become someone's hero. Someone's action hero. Section 8 people know and understand that we are judged on our actions and that it is the actions that make all the difference.

Please remember that no matter what you do it all starts at home. World peace starts at home. Imagine a world where providing, protecting and supporting our families was the only true measure of a person. Imagine a world designed with a single purpose of teaching, showing and guiding mankind to see, respect, like, love, and accept each other.

Imagine if all of the money spent on weapons, was spent on programmes to teach people how to get along.

Welcome to the world of the Section 8!



SECTION 8 BUSINESS

What can I do today to make it easier for my colleagues at work?

What can I do today to make it easier for my boss or manager at work?

What can I do to make it easier for my customers to do business with us?

What value can I add to my job today that I haven't done before?

How can I show my customers that they really are important and that they do make a difference in my life?

What groundbreaking practice or event am I currently working on that will not only revolutionise what we do, but will make a huge difference to both staff and customers?

How am I living the brand?

How am I getting involved, with my company, with my colleagues, with my customers - that allows me to get to know them, their needs, hopes, dreams and desires better?

How can I be more accessible to my customers and colleagues when they need me?

How am I living the brand in my personal life?

How am I living my personal values at work and thereby being an example to others of the values that are important?

SECTION 8 INSPIRATIONS FROM SOUTH AFRICAN GIANTS

Both men were willing to lay their lives and reputations on the line for something that they believed in. What do I believe in so much that I am willing to lay my life on the line for it / them?

The story goes that Chris Barnard first decided to specialise in heart surgery when he witnessed a young baby dying due to a weak heart. He had to look at the mother of the child and tell her that he could do nothing.

What condition or situation in the world, your society, your area, your business, your family, or your life, would you want to make a difference in?

Charlize Theron got on a plane and flew to Hollywood to chase her dream of becoming a star!

SECTION 8 AND YOU

What is your dream? In which area of your life would you like to make a difference and how? Be very specific.

Why do you wish to make this difference? What is the physical payoff?

What are the emotional and psychological benefits of making such a difference in your life?

What are you doing now to achieve it?

What are the obstacles standing in your way?

What can you do to overcome these obstacles?

What is your current situation in the area of your dream?

The difference between your current situation and your dream is the gap.

Completion date?

Start date?

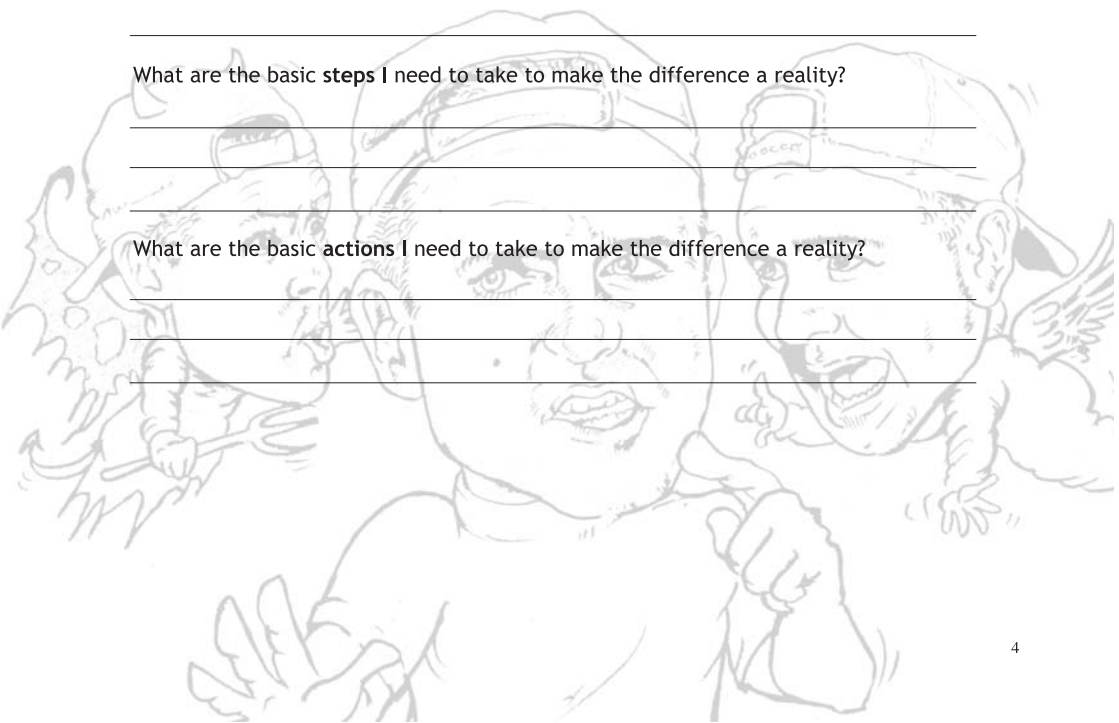
What is the timeline?

Is the timeline realistic and achievable?

Who can help me make a difference in this part of my life?

What are the basic **steps** I need to take to make the difference a reality?

What are the basic **actions** I need to take to make the difference a reality?



The key to making a difference in your life and the lives of people around you depends on how well you know and understand the people in your life. Section 8 people build relationships and until you truly know someone, it is difficult for you to really give what is needed and not what you think is required. The foundation of the Section 8 philosophy is the building of relationships. The following action sheets need to be completed, studied and important information should be transferred into a diary system.

RELATIONSHIPS

In order for me to build a meaningful relationship, I have to get to know the important people in my life. Identify these people by writing their names in the spaces provided.

My wife, girlfriend, significant other, the functional equivalent _____

My husband, boyfriend, significant other, functional equivalent _____

My mother and father _____ and _____

My children _____

Other family members _____

Important people in my community _____

There are two ways to complete the following action sheets.

1. Sit alone quietly and based on your personal knowledge of the various people, complete the forms.

OR

2. Sit down with the people in question and complete the forms.

It may be an interesting exercise to complete the action tools apart from each other, and over a glass of wine see how well you did.

I have included three types of action tool questionnaires as an example and a starting point for your wonderful discovery of the people around you. Please feel free to add or remove any questions and customise as you see fit.

Transfer all the important information that you may require at a moments notice, into a device that can be easily found. You may for example be called upon to purchase a gift and require a brand name, size or colour preference and this information will be there readily available for you.

You could also try sending out a customised questionnaire on e-mail with an open and honest request for it to be completed in the spirit of relationship building.

Try also to send an action tool questionnaire about yourself, and ask the recipient to test their knowledge on how well they know you. You will be surprised.