

THINKING  
LEADERS

# PERSONAL PERFORMANCE

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## Modelling

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# WHAT IS MODELLING?

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Modelling is one of the keys to results for all successful people.

Modelling is observing what someone has done and then replicating this to achieve the same results, often in less time.

It is taking a complex situation and splitting it into smaller chunks. It takes overwhelm out of the equation.

You then create a map or 'model' of that behaviour which you can replicate - by understanding the underlying process.

You can replicate excellence in any organisation or person.

It's about fast tracking the results you want, using a proven set of systems and processes to achieve what you want. It's accelerating the speed of mastery.

Consistent success leaves clues.

You can replicate the results and successes often in less time than the original person.

One of the challenges with modelling is ourselves.

We see the success someone has today and skip the years of effort to produce it.

We skim the surface of the model.

And then we get frustrated when we can't replicate the results.

"It just doesn't work". "It wasn't right for me". "I can do it better." Does this sound familiar?

Successful modelling is about looking deeper at what we are observing.

The gold is in the detail.

No-one suddenly arrives at mastery of an area of expertise.

It takes steps, actions, determination, tenacity and lots of mistakes along the way.

# MODELLING IN ACTION

## WHAT AND HOW TO MODEL



### EXTERNAL ACTIONS & BEHAVIOURS

Physically copying the decisions they make and how they do things on a daily basis - their strategies and standards.

### PHYSIOLOGY

This includes how they move their body, facial gestures, posture, eye movements - all their non-verbal indicators



### STYLE OF DRESS

Model their style of dress from head to toe

### HABITS

Look deeper into their habits and rituals, starting with their morning routines - their non-negotiables in life



### INTERNAL PATTERNS

Their beliefs, values, needs, emotions, attitudes, vision, standards and strategies

### INTERESTS

What do they enjoy doing? What are their passions? Where do they find joy in life?



### LANGUAGE

How they speak - their words, tone, pitch, pace, volume, phrases

### PEER GROUPS

Who are part of their tribe? Who do they spend time with? How do they choose these people?



Who did I model as a child?

What values & beliefs did I learn from them?

Who am I modelling now as an adult?

What do I want and who do I want to be?

# 5 STEPS TO SUCCESSFUL MODELLING - STEP 1

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## Step 1 - Know What You Want To Model

What are the specific, observable or measurable behaviours you want to address?

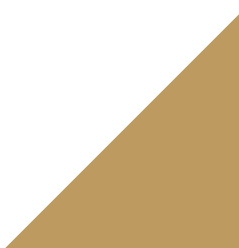
What do you do now and what do you want to achieve?

What is the purpose?

What have you tried in the past that hasn't worked?

What is the underlying cause of your current behaviours?

What will reaching the outcome give you? What are the long term positive effects?



# 5 STEPS TO SUCCESSFUL MODELLING - STEP 2

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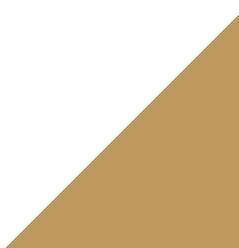
## **Step 2-Find someone who has what you want**

Find at least one person - preferably a number of people - in the exact area you are seeking to improve in. Someone you respect.

How did they achieve their success?

What obstacles did they overcome?

What philosophies did they overcome?



# 5 STEPS TO SUCCESSFUL MODELLING - STEP 3

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## Step 3 - Watch Them Actually Doing The Behaviour You Want To Model

Observe and mirror. What are they actually doing? In detail.

Ask them questions to understand their thinking.

What resources does this person have available to consistently achieve results, deal with the challenges, and move in the direction of their long term goals?

What choices do they make? What evidence do they use to determine progress?

How do they respond to setbacks?

# 5 STEPS TO SUCCESSFUL MODELLING - STEP 4

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## Step 4 - Find Similarities and Differences

What are their traits and behaviours in detail?

Compare to others you have modelled.

What are the same and what are different?

# 5 STEPS TO SUCCESSFUL MODELLING - STEP 5

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## Step 5 - Create a Strategy

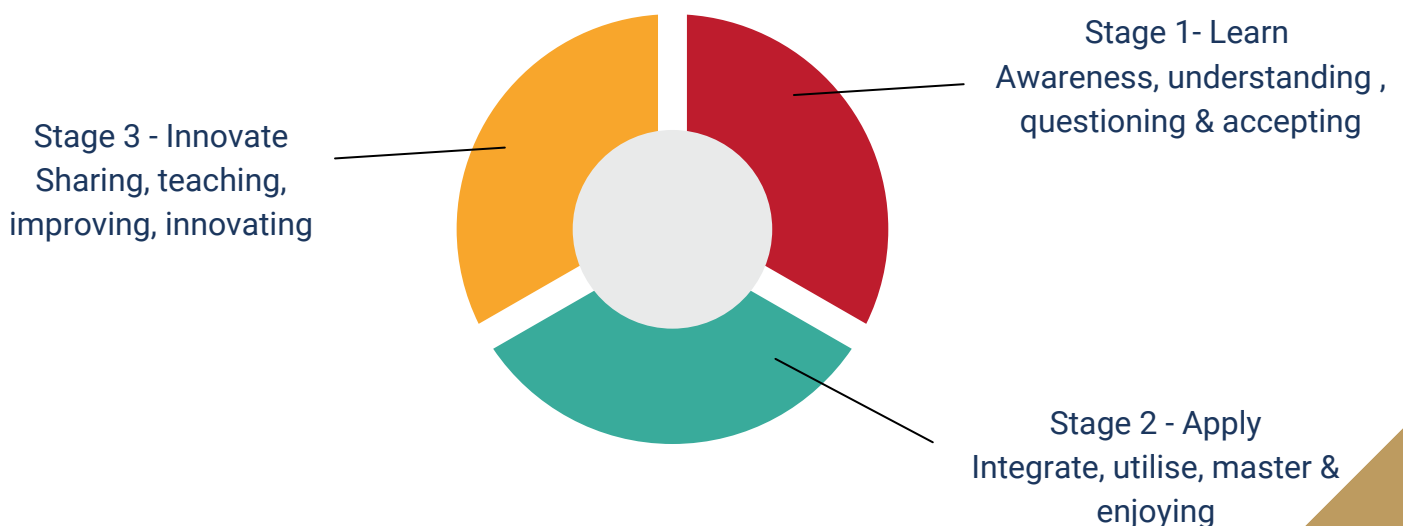
Imagine you are now going to teach someone this model to consistently achieve the same results.. You've learned the strategy, you've applied it, and now it's time to teach it.

What would they need to know about the process? Down to the detail.

What's important and what's not?

And now it's time to take action.

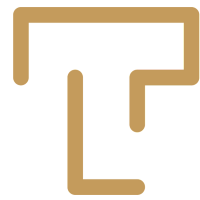
## 3 Stage Learning Process





# NOTES

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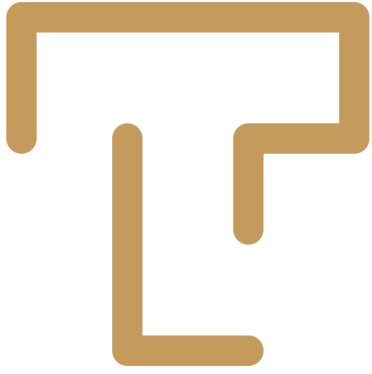
# NOTES

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