



POWER CHOICES©

Connecting People and Businesses
With Health and Wealth

Raise
Your Expectations

July 2005

Power Choice #7– Expect More – Laura Novakowski

Have **you** ever been told, “I expect more of you.”

As a child, I heard this more often than I liked. I knew in my heart of hearts that I was giving my all (well at least it felt like that to **me**). School was easy for me. I enjoyed having a great time and would much rather have fun and be liked than to achieve great grades. So my grades were good, but they weren’t as good as I could have attained.

As I continued my education to become a nurse, I still did okay, but I didn’t work up to my **potential**. In fact, I was pretty good at just sliding by and almost failing at one point. Then it happened, I was almost flunking out of the nursing program. Fortunately for me two very extraordinary people stepped in – the dean of the nursing program and my mother. I believe even to this day that my mother was the more formidable of the two.

The dean called in me to **discuss** my grades and when that happened you could pretty much guarantee that you were going to be out of the program. Now, I had never really failed anything before, but a nursing program is not the easiest field and I wasn’t sure that I wanted to be a nurse anyway. And so, I thought failing would be not big deal. The dean thought differently. She sat me down and told me what she saw in me. She saw a person who had a great deal of potential and talent in the healthcare – in fact, she saw me as a leader. She had expected more from me and would give me another chance, but I needed to take the weekend and think about it.

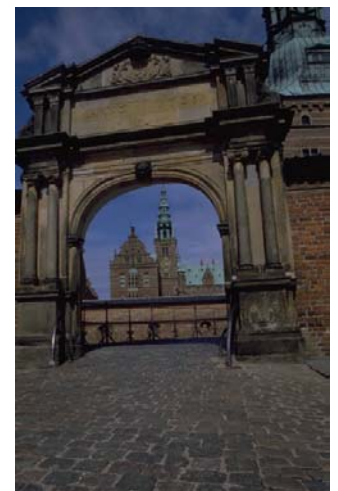
Now, I had to go home and face my parents – especially my mother. I went home with almost a flippant attitude.. After all at the age of 19, I could make my own decisions. I went home with the attitude that I had done my best. Well maybe I could have done a little more, but I was ready to call it quits and move on to something else. My mother was of **very** another mindset. Guess which one won? This special lady shared how she would have given anything to have the opportunity to be where I was. She would support my decision, but she believed in me and believed that I had the talent and skill to succeed in nursing. She asked me to expect more of myself, that I was better than failing out of the program. If I wanted to leave, then leave, but failure, now that was not acceptable.

That weekend and that semester taught me a great deal about myself, in fact, it pretty much shaped the rest of my life. I returned to school to work harder than I had ever worked in my life. I had to bring up my grades and regain a grade point average that would allow me remain in the program. I did it! I had chosen to expect more of myself and to this day I still do choose to expect more!

Choices to Ponder

- I choose to **demand more** from life!
- I choose to **discover more** in life!

“Nobody succeeds beyond his or her wildest expectations unless he or she begins with some wild expectations.”
Ralph Charell



A Personal Story of
Success !

A Better Way
To Live
By
Og Mandino

Laura Novakowski, *Positive Power Strategies, Inc.*

Self Fulfilling Expectations Are Truly A Matter of Choice

Leanne Hoagland-Smith

"We will always tend to fulfill our
own expectation of ourselves."
Brain Tracy

During a conversation with a client, I learned that his soon to be college freshman son was expected to register for only 12 hours instead of the standard 15. The university's position was that 12 hours was the expected workload because 12 hours was very difficult even for the brightest young person. As the father was also was a former college student who experienced 15 to 18 hour semesters, he asked me what I thought. My reply would be to ask the following question to the university: "If you expect my son to earn a 4 year degree in 4 years or approximately 120 hours, how can he do achieve this goal when he is only registering for 24 hours per year?"

On the way back to my office, I was reminded of the "self-fulfilling prophecy" that Robert Merton identified in his 1957 work *Social Theory and Social Structure*. Merton defined this concept as "when a false definition of the situation evokes a new behavior which makes the original false conception come true." In simpler terms, when an expectation is set regardless whether it is factual or not factual, we as human beings will take actions consistent with that expectation.

For my client, if he didn't challenge the expectation of the university, his son would be taking 6 years to complete a 4-year degree. Also, his son would then believe that 12 hours are very difficult and would take actions to support that expectation.

My thoughts then turned to a scene in G. Bernard Shaw's play *Pygmalion* when the very wise Eliza Doolittle was explaining the self-fulfilling prophecy to the Pickering, the Professor's friend "the difference between a lady and a flower girl is not how she behaves, but how she's treated. I shall always be a flower girl to Professor Higgins, because he always treated me as a flower girl, and always will, but I know I can be a lady to you because you always treat me as a lady, and always will."



How often do the expectations of others and even ourselves set the stage for predicting our own future failures or future successes? Expectations are simply our thoughts. Through time, these self-fulfilling thoughts can eventually turn into habits of thought or what some call attitudes. Each day these attitudes can provide the momentum for us to reach higher and farther or can be 500 pound weights that drag us down into deep holes where darkness is every present.

Again, the answer is one of choice. You can choose to expect more of yourself and others and you can choose not to. For me, there is only one choice.

Leanne Hoagland-Smith, **ADVANCED SYSTEMS, the Performance Specialist**
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Complete the following power choice inventory...

- Do you **ask more** than the status quo of yourself?
- Do you create **stretch goals**?
- Do you play each game as if **you are** going to the Super Bowl?
- Can you **believe** that you can do more, even though there is every indication that you don't have the skills or knowledge to get the job done?
- Can you **overlook** others' negativity and pessimistic attitudes?
- Are you willing to **get back up** after being knocked down?
- Are you willing to "**dream the impossible dream**" ?
- Will you be able to say at the end of your life, "**I did more because I expected more!**"?

Conduct your "Choices Inventory" in conjunction with the action planner found on the last page of this newsletter. Finding your motivation will help you to find your *magical potential and go beyond purpose to achievement* to making your dreams a reality and making conscious choices that will invent the life **you** desire.

*If you are interested in learning more about processes that help you and your organization **inspire** new ways of looking at every situation, **implement** power choice strategies, and **improve** results, please contact us at:*

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"Excellence can be obtained if you:
...care more than others think is wise;
...risk more than others think is safe;
...dream more than others think is practical;
...expect more than others think is possible."
Anonymous





Action Plan Exercise: Power Choice #7 – Choose to Expect More

1. Write something that you **expect** that you can do more of or with and then **do it**:

2. Describe how you will **feel** when you have done more than you expected:

3. Describe what you **feel** when you have done less than you expected:

4. Now describe the **outcome** of what happened when you expected more and took action to make it happen: _____

*Please contact Leanne or Laura if you are willing to sharing your responses.
We would love to hear from you.*

If you are interested in a keynote or seminar to excite the
M.A.G.I.C.A.L.™ Potential: 7 Capacities for Going Beyond Purpose to Achievement

for you or your people, please contact:

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