

BARRY L. SMITH – My OPUS

Building What Matters ... People!

I have a dream ...

- That I am the man, husband and father that God intended me to be and that people will know that because of how I live my life and that I help others to know Him as I do.
- That I will see my son's marry Godly women and raise children who love the Lord. That when I visit them, I will see a bible on the table that has been used and experience a house full of love and compassion.
- That my wife will always be my best friend and we can live our dreams together. That we will travel the world and see and appreciate both what we have and what we don't have.
- That I have coaching clients and mastermind members that thank me because I facilitated change in their lives.
- That after speaking from the stage, people in the audience leave knowing that their life has been transformed.
- That I am an agent of change in the world and leave a legacy that defines not what I once was, but who I have become.
- That when I cross paths with someone who is hurting, I will be an instrument to take away their pain.
- That my written words change the way people look at things so the things they look at change.
- That I am a person who stays committed to a cause and lives as an example to others that anything is possible if we want it bad enough and are willing to work for it.
- That I empower others to become the person they were intended to be and help them to understand that their story has the power to change the life of another and that it is worth telling.
- That I add value to others by being transparent and authentic in sharing both my successes and failures.
- That I am a person more concerned with what I have given instead of what I have received.
- That I would fully live until I die.
- And that most of all, I will glorify God in the things that I do and leave a footprint on this world after I am gone. That people remember me for not what I did or what I said, but for how I made them feel.

OVERARCHING VISION

My overarching vision is to help others identify their passion and purpose. To help them create a blueprint to use that passion and purpose to achieve more than they thought possible. To empower and resource them to follow the blueprint, positively impact others and create a legacy of significance.

THE TRIBE - My tribe is built from those willing to make an investment in themselves to finish the project that was started the day they were born. This tribe is comprised of like-minded individuals focused and committed to following a specific blueprint to reach this goal. This tribe is committed to adding value to each other and is dedicated to the success of the entire tribe.

THE CAUSE – My cause is built around the awareness that we have all been created to grow towards the potential we have within us. We all have a passion and a purpose and through collaborative process, this passion and purpose will be identified and a plan will be constructed to live the life we were designed to live.

THE SPACE – My space is built from past, present and future. It is an environment conducive to growth. It is a space where my tribe feels safe to step out of their comfort zone. It is a space that views failure as a stepping stone to what is next, not what will never be. Most of all, it is a space in which values like integrity, character, honesty, respect and authenticity are the rule and not the exception.

Purpose

Building What Matters - People

Unifying Strategies

Building Awareness – To understand how my actions affect the lives of others and actively listen in order to hear and understand what is being said.

Creating The Environment – To continually improve my environment making it more conducive to growth and to help others understand how their environment affects their outcome.

Facilitating Personal Growth – Strategically investing in myself to grow beyond my current beliefs and become the person I was created to be.

Maintaining Communication – Using my words, both written and spoken, to share specifically what I know and feel in a way that adds significant value to others.

Developing Leaders – Learn and live the principles of servant leadership so that my example is inspirational to others to do the same.

Scorecard For Significance

Building Awareness – To understand how my actions affect the lives of others and actively listen in order to hear and understand what is being said.

Scorecard:

- Past – Understand my story and apply the knowledge gained from those experiences
- Present – Understand where I currently am and what needs to change
- Future – Be able to see the future that I am capable of creating

Creating The Environment – To continually improve my environment making it more conducive to growth and to help others understand how their environment affects their outcome.

Scorecard:

- Foundation – Create the space needed to build a solid foundation for growth.

- Construction – Improve my environment through strategic planning and intentional action.
- Addition – Increase the boundaries of my environment to allow others to grow within it.

Facilitating Personal Growth – Strategically investing in myself to grow beyond my current beliefs and become the person I was created to be.

Scorecard:

- Commitment – Commitment to a specific, strategic plan
- Transformation – Transformation through reaching specific and measurable results
- Maintenance – Maintain through a specific plan including improvement

Maintaining Communication – Using my words, both written and spoken, to share specifically what I know and feel in a way that adds significant value to others.

Scorecard:

- Writing – Share my story, values and insights through writing
- Coaching – Facilitate transformation through active listening and asking the right questions
- Speaking – Be a motivational teacher through speaking passionately and authentically

Developing Leaders – Learn and live the principles of servant leadership so that my example is inspirational to others to do the same.

Scorecard:

- Individual – Become successful in the concepts of self leadership
- Influence – Be a leader that effectively influences others to lead
- Legacy – Influence others to become leaders that are creating leaders

Core Six Pack

Worldview – What I Believe (How you see the world)

- Awareness – I believe we all have the ability to succeed once we can define it
- Environment – I believe an environment exists where everyone can succeed
- Hope – I believe that there is always hope no matter what the circumstances
- Faith – I believe there is no stronger power than faith because it draws its strength from nothing physical
- Family – I believe family is what we call those most important to us
- Friends – I believe friends last only as long as common goals and values are shared
- Generosity – I believe it is better to give than to receive
- God – I believe in one God, who sent His son to die so we can have everlasting life
- People – I believe there is nothing more important than our relationships

Identity – Who I am (How you see yourself)

- Generous - I am generous, willing to give to others
- Humble - I am able to laugh at myself with ease
- Humorous – I am funny because laughter brings joy and happiness
- Passionate - I am passionate about seeing other people succeed
- Flexible - I am a type B personality with a type A work ethic
- Leader – I positively influence those around me through my example
- Agent of Change – I am a facilitator of change through education and training
- Intentional - I am willing to give all to achieve my purpose and follow my passion
- Father - I am a good father but don't tell my kids enough that they matter
- Husband - I am a good husband but don't show my wife that enough in the way I value her

Principles – What I value (What has worth)

- People - I value people that value themselves
- God - I value what is in alignment with the Laws that God gave us
- Faith – I value my ability to have faith that God will provide for me
- Family – I value those close to me
- Health – I value health – mental, physical and emotional
- Books – I value books because they are the easiest way to share thoughts and learn
- Freedom - I value the right to say what we believe in
- Gifts - I value the gifts that God has given me
- Time - I value every minute of every day because only God know how many we have left
- Home - I value my home because it is a safe quiet place where I can think
- Worship - I value worship because it gets me closer to God

Passion – What I Love (what you cherish)

- Family - I love my wife and sons
- Inner Circle - I love my inner circle that helps me to grow
- Outdoors - I love the outdoors that God created
- Peace - I love quiet times to reflect on how God has blessed me
- God - I love my Bible because God wrote it to me and it has my notes demonstrating my journey
- Exercise - I love physical activity because it makes me feel alive
- JMT - I love the JMT because of how it has changed my life

Purpose – Why I Live and Work (My WHY)

- Vision - I help other people to live until they die
- Potential - I help people realize their potential
- Design - I help people to realize how to live the life they were meant to live
- Passion - I help people to find their passion and act on it
- Father - I live to be the father that my son's deserve and God intended me to be

- Husband – I live to be the husband my wife deserves and God intended me to be
- I live to create a legacy worth living that I might impact others positively long after I am gone

Process – How I will Do It

To fulfill my OPUS I will follow my P.O.P. (**Playbook of Productive Action**)

Building Awareness – To understand how my actions affect the lives of others and actively listen in order to hear and understand what is being said.

Scorecard:

- Past – Understand my story and apply the knowledge gained from those experiences
 - Contact one person each day to let them know about me and what I'm doing by sharing my story
 - Blog three times a week to share what I have learned from my experiences
 - Write two hours a week for my book projects based on my experiences
- Present – Understand where I currently am and what needs to change
 - Read one hour a day on material that is related to my OPUS
 - Collaborate with like-minded individuals five hours a week
 - Listen to recorded materials five hours a week related to my OPUS
- Future – Be able to see the future that I am capable of creating
 - Develop written training materials related to awareness
 - Review my goals and my progress related to them weekly
 - Plan and schedule one event or mastermind group each month

Creating The Environment – To continually improve my environment making it more conducive to growth and to help others understand how their environment affects their outcome.

Scorecard:

- Foundation – Create the space needed to build a solid foundation for growth.
 - Invest three hours per week to File and Organize
 - Spend quality time 5 days/wk with my spouse (coffee, breakfast, date-night etc)
 - Develop written training materials related to environment
- Construction – Improve my environment through strategic planning and intentional action.
 - Review my schedule and goals weekly and update as needed.
 - Eliminate one distraction or get rid of one thing each week that does not align with my purpose
 - Schedule a meeting with a current or potential client one a week
- Addition – Increase the boundaries of my environment to allow others to grow within it.
 - Facilitate three mastermind groups per week
 - Participate in one mastermind group per week
 - Participate in four Maxwell Mentorship calls per week

Facilitating Personal Growth – Strategically investing in myself to grow beyond my current beliefs and become the person I was created to be.

Scorecard:

- Commitment – Commitment to a specific, strategic plan
 - Write out my weekly exercise plan
 - Read two hours a week on personal growth
 - Maintain a detailed goal progress chart
- Transformation – Transformation through reaching specific and measurable results
 - One hour of cardio exercise five times per week
 - A diet that consists of less sugars and grains and more fruits and vegetables
 - Walk five miles per week or bicycle twenty
- Maintenance – Maintain through a specific plan including improvement
 - Develop written training materials related to Environment
 - Evaluate monthly what is working and what is not
 - Maintain coaching relationships and accountability partners

Maintaining Communication – Using my words, both written and spoken, to share specifically what I know and feel in a way that adds significant value to others.

Scorecard:

- Writing – Share my story, values and insights through writing
 - Spend four hours a week writing content
 - Maintain Website and “Platform”
 - Listen one hour a week to other authors talk about writing
- Coaching – Facilitate transformation through active listening and asking the right questions
 - Spend two-four hours on a group call with my coaching mentor per week
 - Build my coaching and training client base through networking
 - Study the profession of coaching two hours per week
- Speaking – Be a motivational teacher through speaking passionately and authentically
 - Develop key-note outlines for various topics related to OPUS
 - Deliver one speech per month
 - Develop written training materials on communication

Developing Leaders – Learn and live the principles of servant leadership so that my example is inspirational to others to do the same.

Scorecard:

- Individual – Become successful in the concepts of self leadership
 - Read three hours per week on the topic of leadership
 - Participate in a Mastermind Group focused on leadership one hour per week
 - Collaborate with my Inner Circle one hour per week on Leadership Development

- Influence – Be a leader that effectively influences others to lead
 - Read two hours per week on marriage and fatherhood improvement
 - Serve in a Leadership position in my community three hours per week
 - Develop written training material related on leadership
- Legacy – Influence others to become leaders that are creating leaders
 - Network with businesses suited for me training programs
 - Spend one hour per week on putting my “business in order”
 - Act as a mentor to someone outside of my family and friends once a week