

Opportunity Spotting: Five Quick Steps to Spotting Hidden Potential

With five easy questions you can spot incredible ideas, even during your worst year ever. There is always opportunity “staring you in the face.” You just have to know how to see it. This session also teaches you how to help your newest team member (or the person on your team who is the least likely to have a great idea) help you spot opportunity. Spotting opportunity helps you accelerate your team’s progress in the direction of your dreams. These five questions work time after time – you will see!

Bobb Biehl is an Executive Mentor. In 1976, Bobb founded Masterplanning Group International. He has consulted personally with over 500 clients. He has met one-to-one with over 5,000 executives and invested an estimated 5,000 hours in private sessions with some of the finest leaders of our generation. Based on thousands of hours of practical experience, he has originated 40 tools (books, tapes, notebooks) in the area of personal and organisational development. For over 31 years, Bobb was on the board of directors of Focus on the Family. He holds a bachelor’s (’64) and a master’s degree (’66) from Michigan State University. Bobb and his wife, Cheryl, have been married since 1964. They have two adult children, two grandchildren, and four great grandchildren. His website is www.bobbbiehl.com.

By your natural (*most comfortable*) instincts, are you An opportunity spotter / seizer?
 A goal setter / achiever?
 A problem definer / solver?

Opportunity is what accelerates your progress in the direction of your dreams!
Are you looking for, or need, a new opportunity to accelerate you toward your dreams?

If so, consider these 5 quick thoughts.

Dr. Peter F. Drucker taught 2 very profound principles to help in spotting opportunities:

- * *Last year’s unexpected success is next year’s opportunity.*
- * *Team members will always resist the change(s) required to take full advantage of an unexpected success.*

Take a few minutes and ask yourself,

1. “**What was my largest unexpected success last year?**” (*Measurable*)
2. “**Why am I resisting the change required to take full advantage of the unexpected success?**”

NOW. Take each of your team members through the same questions.

Once you have identified your unexpected successes and reasons for not wanting to change ... ask yourself a question:

3. **How could we take last years “unexpected success” ... to 10 times its size?**

If you were surprised by your success, it means you underestimated this area’s potential. Why not ride the wave of potential to 10x last years “unexpected success”? Now, take it up a notch:

4. **How could we take last years “unexpected success” ... to our entire nation?**

Now, an even bigger gulp:

**5. How could we take last years “unexpected success”
to its ultimate potential globally? ... for the next 50 years?**

One huge advantage of these 5 simple questions is scalability.

You could use these same five questions with the president of any nation, with the largest corporation in the nation, with the largest or smallest church in a nation, with any individual from the president to the newest staff person. And, it spots opportunity -- even in year where everything else seemed to fail -- in any organization -- in any year!

You can also use these 5 questions as a group exercise.

Or, you can use the same principles and questions with any single individual.

Consider asking each of your team members to e-mail her/his answer to question one -- once a quarter -- for the next 25 years. Each of your staff members will see unexpected successes you will never even see, unless you ask.

And, at your level, you will see potential opportunity in staff responses they would never see.

Remember,

**Opportunity
is what accelerates your progress
in the direction of your dreams!**