

**WORK CHARACTERISTICS  
OF A 3 PERCENTER**

1. Write Goals Down Daily
2. Who They Are -  
What They are Going To Do
3. Make Mistakes
4. Learn Their Lesson
5. Forgive Themselves
6. Start Over

**NEED MORE  
PLAYERS WHO  
WANT TO BE  
SPECIAL**

**Special  
People**

**3%**

**Heroes**

Attitude Gets You Here

**Difference Makers  
Uncommon People**

**10%**

Smiles at Adversity

Competitor, Very Conscious of Performance

Aspires to get Better, Never Satisfied

**Very Average Group, They Make No Difference**

“Average” Falls into This Category. If you’re Goal is to be  
Totally Anonymous in This World, Stay Right Here.

When a Problem Comes  
Along, These People  
Hide and Hope That It  
Will Go Away

**SETS NO GOALS**

**60%**

Attitude Keeps You Here

Group is Made up of Moaners  
and Complainers, But do  
Nothing to Change Their  
Circumstance! Group is  
Excellent at making Excuses!

Goal is to Make it Through

**NEED LESS PLAYERS WHO ACCEPT MEDIOCRITY**

No Game Plan

**Troublemaker Group**

Will Be Eliminated From Master Plan in Due Time

Goal is to Take  
Get Something For Nothing

These People **27%** Are The Problem

**WON'T MAKE IT**

NO CHANGE

NOT IN THE GAME