

# One Sample Unit

*Developed by Edge Learning Institute*

# Unlocking Your Potential



**Sponsored by: R.G. Pickett &  
Associates**

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**Key Insight:**

**“The longest  
journey begins  
with a single  
step.”**

# Unlocking Your Potential

## How to Use Your Student's Guide

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Welcome to *the Unlocking Your Potential* (UYP) educational process.

Here are some suggestions for using your UYP Student's Guide for maximum benefit:

- This is your guide. Personalize it – take notes and draw pictures.
- The main purpose of the text in your guide is to serve as a follow-up and review tool. It is not meant to be carefully read while you watch the video presentation. Most of the graphics, quotes, definitions and lists that appear in the video presentation also appear in your guide to make your note taking easier.
- There are several activities inserted into each unit, enjoy them! They are designed to help you learn about a very important person – you. Complete these exercises honestly and thoroughly.

Sit back, relax, and have fun with the UYP process.

### Key Insight:

**“Whether you  
think you  
can or you  
think you  
can’t,  
you’re right.”**

**--Henry Ford**

# You've Always Had the Potential

## Before You View

### ✓ Warm-Up

Please check one:

- I can compete successfully in an Ironman Triathlon.*
- I cannot compete successfully in an Ironman Triathlon.*

### ✓ You will learn:

- You have the potential to improve your performance in any area of your life.

### ✓ Vocabulary

**Potential** – the capacity that exists in all of us, based on innate ability/talent, education/knowledge, and the inner desire to be better.

**Effectiveness** – the degree to which you use your potential in a very natural, free-flowing, spontaneous and consistent manner.

**Motivation** – what you would rather do than not do at any given time and the only reason for doing anything; determined by your current attitudes and self-image. You are “always motivated.”

## Key Insight:

**“It isn’t what I have or what I know; it’s what I do with my talent, skills, knowledge and education that determines my performance.”**



**Your Potential = The Entire Iceberg**

**Your Effectiveness = The Tip of the Iceberg**

Your potential is the sum total of your innate abilities, what you are capable of becoming by fully maximizing your natural talents, skills and knowledge. It represents your entire capacity to perform.

The portion of your natural talent, skills and knowledge that you are currently utilizing determines your effectiveness.

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## NOTES

# Learning About Myself

Please stop the videotape while completing these exercises.

## Think About It

Why is it that the easier it is to be good at anything, the more difficult it is to be great?

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## Apply

List some things that come easily for you.  
(Examples: math, music, sports, making friends, writing, etc.)

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Have you developed these talents to the fullest extent? If not, why?

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Pick an area of your life in which you would like to do better.  
(Examples: dance, art, speech, English, science, etc.)

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Write down three reasons you want to become better in this area of your life.

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Do you think you can be better? Why or why not?

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Unlocking Your Potential  
#1: You've Always Had...  
Student's Guide

# While You View

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## *Three Ingredients to Potential...*

### 1. Natural Ability and Talent

“The easier it is to be good, the more difficult it is to be GREAT.  
We allow being GOOD to get in the way of being GREAT.”

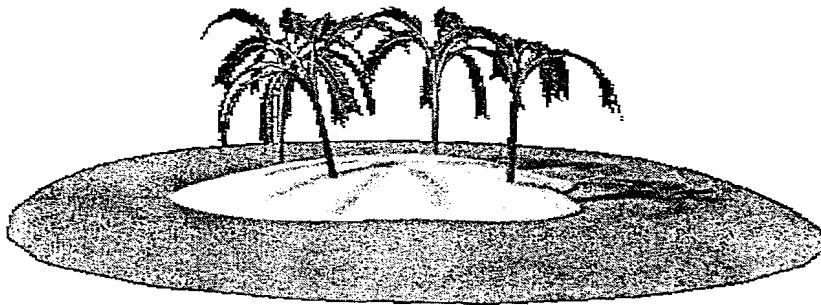
### 2. Knowledge/Education

“Knowledge is not power, unless it is applied and shared.”

### 3. The Inner Desire to Be Better

“You are always motivated. Motivation is the intrinsic, compelling urge to do or be better.”

Talent, knowledge and desire, a.k.a. POTENTIAL, are not enough to determine success. Some people have tremendous potential, yet choose to dwell on:



## **Someday I'll...**

Remember, it's not what you have in terms of talent, education and desire, but how you use what you have that determines your performance. Focus on what you're capable of becoming.

# Review and Practice

## Summary

Please check one:

- I can compete successfully in an Ironman Triathlon.*
- I cannot compete successfully in an Ironman Triathlon.*
- I can compete successfully in an Ironman Triathlon, but I choose not to educate and train myself for it at this time.*

Remember, you have the potential to compete successfully in an Ironman Triathlon, to speak five languages, or to improve your performance in any area of your life. Your performance is determined by *how you use your potential*, not by your gifts or by your lack of potential.

Focus on what you are capable of becoming. Ask yourself,

*How effectively am I using my natural talents, skills and knowledge?*

### Key Insight:

SUCCESS COMES IN CANS



NOT CAN'TS  
(The Ugliest Four-Letter Word)

## Practice

Find a newspaper or magazine article about someone who has overcome physical or mental challenges, business setbacks, or obstacles to personal goals, yet accomplished something you admire. Complete the following questions about the person you selected.

Name of Person: \_\_\_\_\_

Accomplishment: \_\_\_\_\_

What kind of challenges did the person have to overcome? \_\_\_\_\_

\_\_\_\_\_

What kind of training, education, preparation or practice was involved in this accomplishment? \_\_\_\_\_

\_\_\_\_\_

What do you admire most about the person you chose? \_\_\_\_\_

\_\_\_\_\_

Unlocking Your Potential  
#1: You've Always Had...  
Student's Guide

# My Journal

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Please use this space to write about personal feelings, insights, goals and desires that surfaced as a result of the information shared in *You've Always Had the Potential*.

**Starting points:**

- The most important thing I learned today is...
- My special talents are...
- What am I doing with my natural talents and abilities?
- I will use what I learned today to...

## Key Insight:

*“You have the ability to attain whatever you seek, because within you is every potential you can imagine. Always aim higher than you believe you can reach. So often you will discover that when your talents are set free by your imagination, you can achieve anything.”*

*– Edmund O’Neil*