

CIRCLE OF FOCUS

Circle of Control: These things you have *direct* control over, such as your actions and your responses to adversity and opportunities.

Circle of Influence: These things you have indirect control over, such as other peoples' reactions, their thoughts. But, unlike the Circle of Concern, you can still influence action or change. For example, you may influence how an employee or team member works or acts, but you can't *directly* control them.

Circle of Concern: These are areas that concern you but in which you generally have little or no control, such as national debt, weather or traffic. This is where reactive people spend too much time worrying about outcomes/actions they cannot do anything about. Don't waste your time here.

