



RESPOND → PLAN → RETURN STRONGER

# Gaps: The Space Between Where You Are and Where You Want to Be

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PRESENTED BY  
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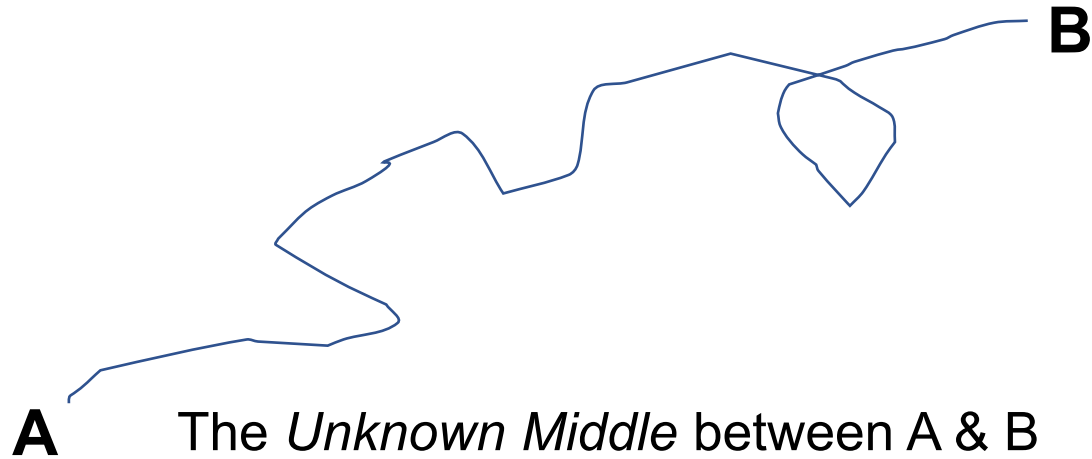
# Definition of a Gap

A gap is the space between where you are and where you want to be.

# Everyone Has Gaps

- Gaps in the growth of a business.
- Gaps in personal growth: physical, emotional, or spiritual.
- Gaps in professional growth.
- Gaps in leadership skills or behaviors.
- Gaps in teams.
- External environmental gaps.

# The Unknown Middle



# Five Important Principles for Closing Gaps

1. You must be intentional.
2. You must know where you want to go.
3. You need a strategy with measurable action steps.
4. You must be brutally honest with yourself.
5. You need accountability.



# Five Steps to Closing Gaps

## Step One: Understand Where You Are.

You must know exactly what A looks like.



# Take a Moment

Prioritize and write down a gap or two in your life or business you want to close.



# Five Steps to Closing Gaps

## Step Two: Understand Where You Want to Be.

You must have a clear picture what you want *B* to look like.





# Take a Moment

Write down a short but detailed description of where you want to be with regards to the gap you want to close.



# Five Steps to Closing Gaps

## Step Three: Understand Yourself.

Self-awareness is a key concept in closing gaps.



# Step 3: Know Yourself

Oh, you don't have any weaknesses? Excellent, because we really only like to hire people with no self-awareness.



someecards  
user card

A  B



# Five Steps to Closing Gaps

## Neuroplasticity.

Your brain has the capacity and the ability to change and form different thought patterns and habits.



# The Replacement Principle

1. Think about what you are thinking about.
2. Compare it to the information you now have.
3. Replace it with what you now know.



# Take a Moment

- Brainstorm with yourself and write down words that describe how you see the gap you are working to close.
- Circle the words that seem to show a pattern.
- Write a sentence or two description, including the circled words, of the gap you are closing.



# Five Steps to Closing Gaps

## Step Five: Strategize on closing the gap.

The plan to close the gap is the roadway to get you to your destination.





# S.M.A.R.T. Goals

**S**pecific

**M**easurable

**A**chievable

**R**elevant

**T**ime bound



After the goal-setting workshop, Larry's life was never quite the same.

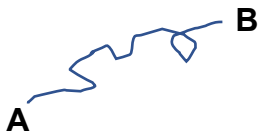


# We all need accountability

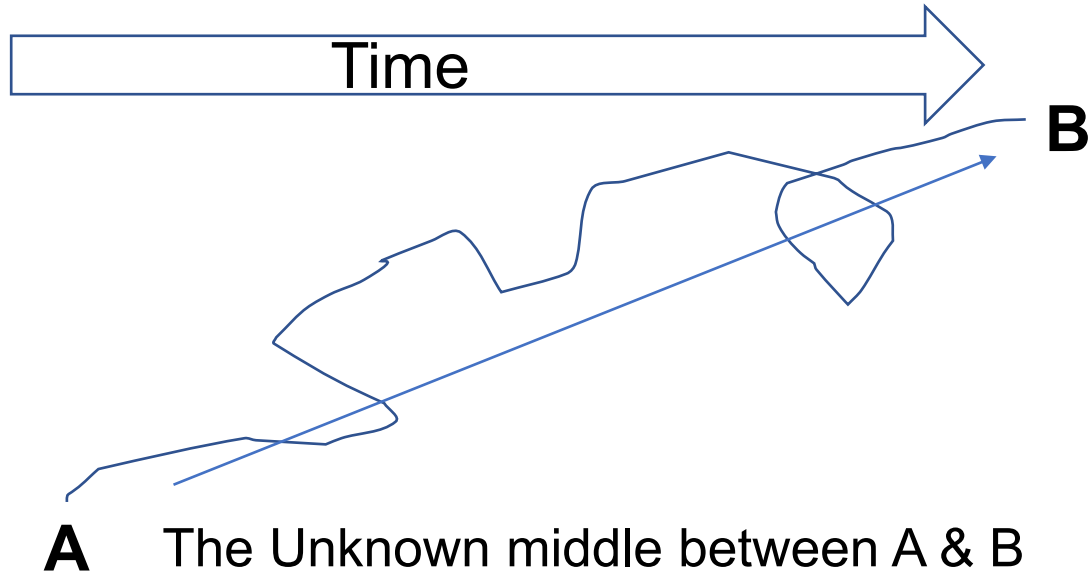
## Who will hold you accountable?



"Remember, 'accounting' and 'accountability': nothing in common."



# The Unknown Middle



# Coaching

For a conversation to explore a coaching relationship:

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