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# VIENNA

## Primitive Thinking to Utopian Vision: The Impact of Mindset on Achieving New Results

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# Have you been asked lately how to...



**A personal  
story...**

**Listening and  
learning  
from a  
blank page...**



# YOUR GOALS

- Are your current goals making you feel excited and energized?
- Do your goals belong to you or do they belong to somebody else?
- What do you REALLY, REALLY want?





# TYPES OF GOALS

## A Type Goals

- Doing something you already know how to do

## B Type Goals

- What you think you can do

## C Type Goals

- Your wants. What you really, really would love even if not sure how to get there



So...

## IS YOUR/THEIR GOAL A WORTHY GOAL?

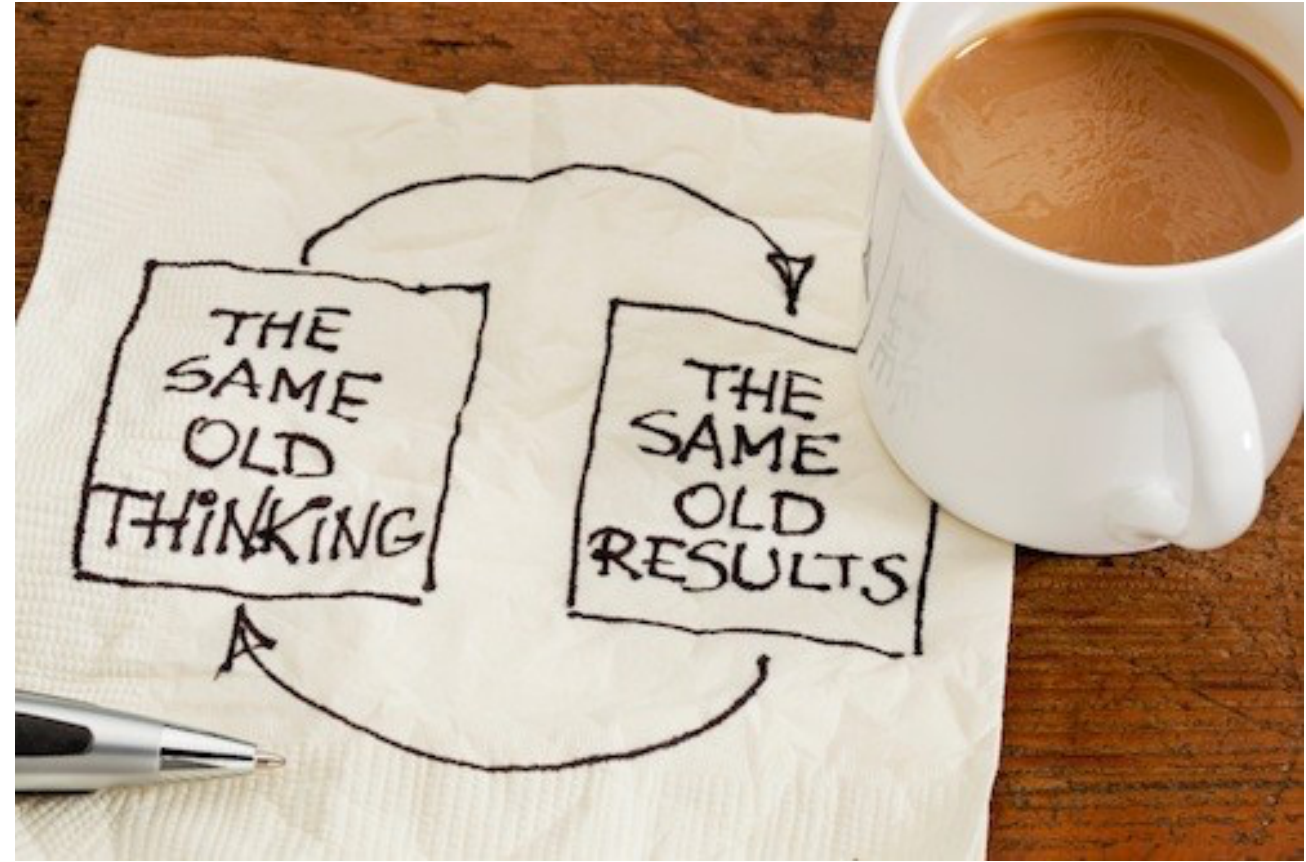
- Something you have NEVER done before!
- It will help you grow
- Causes you to draw something from you that you didn't even know was there!
- If you know how to reach your goal, the goal is not going to do for you what goals are designed to do
- You MUST be inspired by going after something you really want



# REAL CHANGE/TRANSFORMATION REQUIRES DIFFERENT THINKING...

*“People are very  
open minded  
about new things.  
As long as they  
are exactly like  
the old ones.”*

*Charles Kettering*

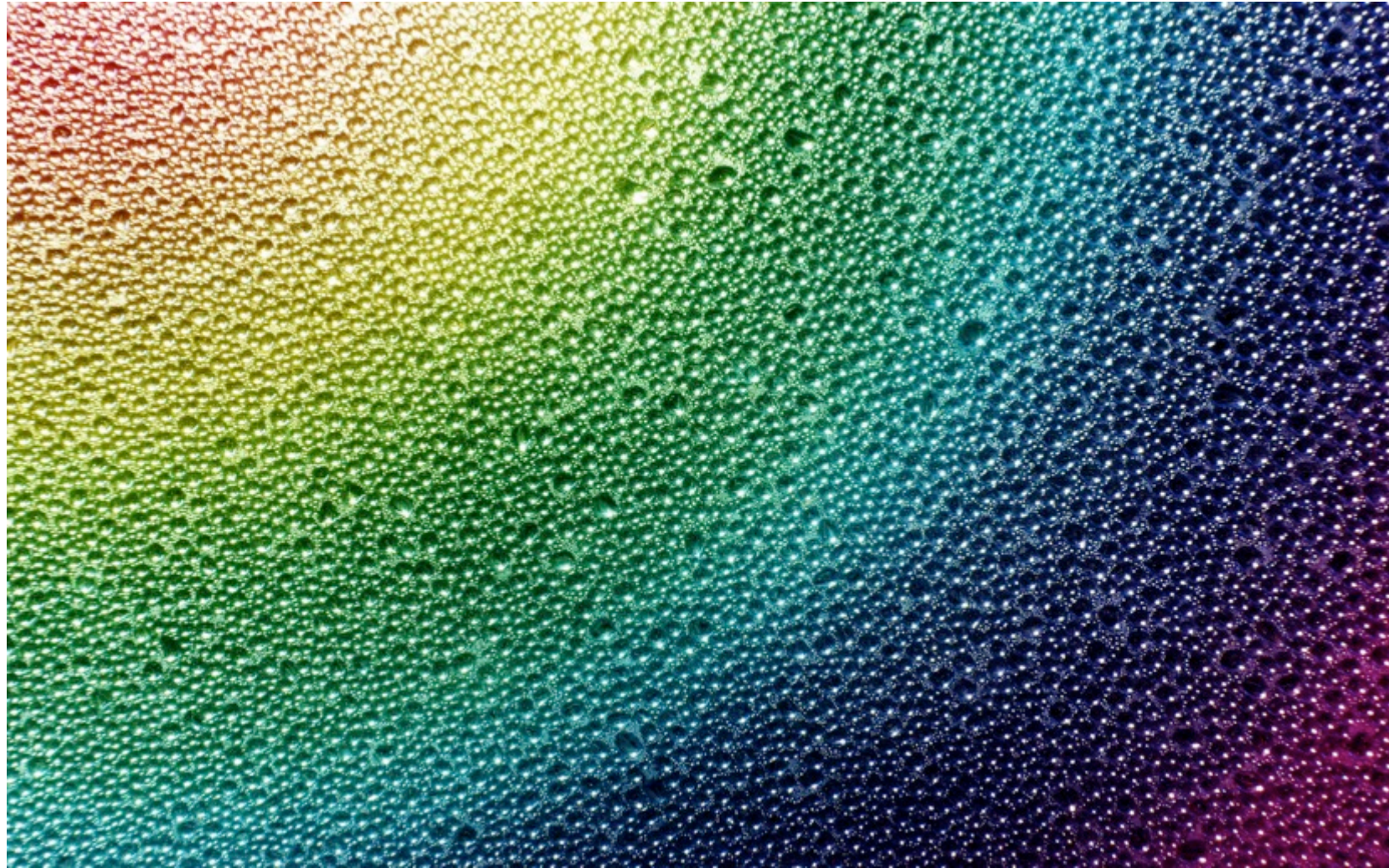


GREAT THINGS  
**NEVER**  
*came from*  
**COMFORT**  
**ZONES**



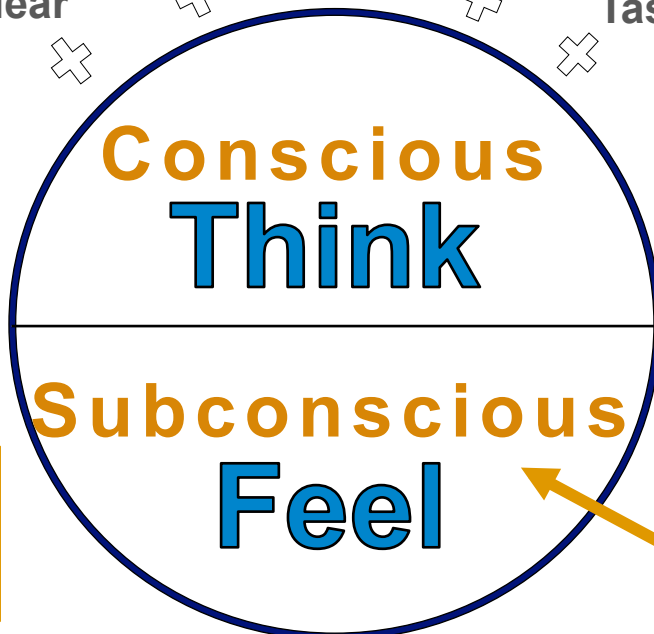


# THE MIND?



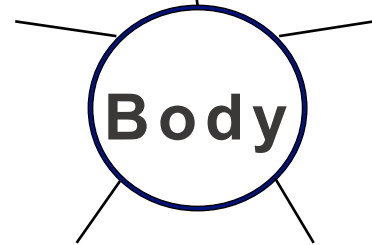
- We don't have the resources
- I never have time
- Too busy
- I will do it tomorrow
- Too tired
- I can't...

Hear + See + Smell + Touch + Taste



Thoughts Become Things...

- Paradigms/Programming
- Beliefs
  - Mindset
  - Habitual behavior
  - Self Image
  - Values



Action → RESULTS





# CHANGE YOUR THOUGHTS - CHANGE YOUR RESULTS.

- A **habit** is an idea that is fixed in a person's subconscious mind.
- A **paradigm** is a multitude of habits that causes our habitual behaviour
- At times we do things we do not want to do, get results we do not want, **but we do it anyway**. This is because the paradigm in the subconscious mind controls our actions or behaviors
- A **common error** is trying to change results by changing behaviour. When this happens, the change is generally temporary.

IF YOU DO  
WHAT YOU ALWAYS  
DID,  
YOU WILL GET  
WHAT YOU ALWAYS  
GOT.



# KNOWING WHAT TO DO IS ONE THING BUT DOING IT IS ANOTHER...

- KNOWING what you should do is not enough to get results
- Results come from behavior and behavior is caused by our paradigm
- When you focus on the paradigm, helping you to understand why you are doing what you are doing, everything will start to change.
- Become aware of the assumptions, thoughts, programming which is holding you back





# You will never outperform your thoughts...



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Consider your mindset is aligned with the changes you wish to make!

Thank you.

