

SEMINAR NOTES

# SAM SILVERSTEIN

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## ***THE ACCOUNTABILITY ADVANTAGE***

Why do some succeed while others fail? It starts with eliminating excuses, eradicating justifications and taking personal accountability for choices, actions and results. It starts with accountability. In this practical program you'll learn the four phases of accountability and the five critical, but often overlooked, ways to be proactively accountable. You'll learn how to increase your success and significance, both in business and in life, and you'll take an honest look at yourself and values. You'll also discover what road-blocks might be stopping you from achieving your goals. These principles apply to almost every profession or industry, no matter what you are trying to achieve. By creating an organizational culture based on accountability, companies and individuals grow stronger.

Sam Silverstein is an entrepreneur, business expert, and international author whose battle cry of "No More Excuses" has been heard by companies and business professionals all over the world. As founder of The Accountability Academy®, Sam Silverstein speaks internationally and consults with companies on strategic planning, leadership, personal development, and accountability. He has shared his message of proactive accountability with thousands of people on five continents, showing them how to make accountability their competitive advantage. In addition, he is a Past-President of the National Speakers Association and author of four books, including the bestselling title, No More Excuses.

### **Practical Tools for Personal and Organizational Growth**



**Sam Silverstein**



# The Four Phases of Accountability

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

## Three Negative Outcomes of Using Excuses

1. Excuses make us \_\_\_\_\_

2. Excuses cause us to focus on the \_\_\_\_\_ and not  
the \_\_\_\_\_

3. Excuses limit our \_\_\_\_\_ and our \_\_\_\_\_

# The Five Accountabilities

1. We are accountable to do \_\_\_\_\_

\_\_\_\_\_

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2. We are accountable to manage \_\_\_\_\_

Moliere said, "It is not only what we do, but also what we do not do, for which we are accountable."

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3. We are accountable to manage \_\_\_\_\_

We cannot control what happens to us. We can only control the choices we make with regards to what happens to us.



4. We are accountable to \_\_\_\_\_  
\_\_\_\_\_



5. We are accountable to \_\_\_\_\_  
\_\_\_\_\_



## My Action Plan

What are my next steps?

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