

The Magic of Excellence

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Author: Jennifer Webb

Organization: Magic Communications

"Example isn't the most important thing in influencing others, it is the only thing." - A. Lincoln

Everyone lives the reality of what they expect. Change your expectations in order to create different results.

In a constantly changing environment how do we continuously motivate and inspire others to excellence? By modeling for them the ability to create outstanding results based on beliefs, vision and passion. Anyone can observe reality when things are going well, but the visionaries are those who can imagine and create the reality they want when others only see economic downturns and challenges.

The Magic of Vision

Always remember when engaging others it's essential to help them see/believe part of the vision is theirs.

How do you create visionaries?

- Help them create their own video. Going back to Michael Phelps's coach Bob Bowman, he taught Michael to create the perfect scenario, and then play it over and over until it became reality. Repetition creates new habits, and therefore a change in beliefs.
- Help others feel the vision. It's not enough to talk about it, there must be emotion, which drives belief and creates action.
- Ask yourself what do you expect of others and yourself. We all live up and down to others' expectations.
- Don't forget the acronyms MMFI (Make Me Feel Important), WIFM (What's in it For Me) and WTPV (What's Their Point of View). Finding ways to create a sense of caring is more important to productivity and employee morale than money, perks, office style/space and anything that is in second place.
- And it's easy to do!

Magic Of Excellence

Sherrill S. Cannon



Magic Of Excellence:

Creating Magic Lee Cockerell, 2008-10-14 It's not the magic that makes it work it's the way we work that makes it magic. The secret for creating magic in our careers, our organizations and our lives is simple: outstanding leadership, the kind that inspires, delights customers and achieves extraordinary business results. No one knows more about this kind of leadership than Lee Cockerell, the man who ran Walt Disney World Resort operations for over a decade. And in *Creating Magic*, he shares the leadership principles that not only guided his own journey from a poor farm boy in Oklahoma to the head of operations for a multibillion-dollar enterprise but that also soon came to form the cultural bedrock of the world's number one vacation destination. But as Lee demonstrates, great leadership isn't about mastering impossibly complex management theories. We can all become outstanding leaders by following the ten practical, common-sense strategies outlined in this remarkable book. As straightforward as they are profound, these leadership lessons include: Everyone is important. Make your people your brand. Burn the free fuel. Appreciation, recognition and encouragement. Give people a purpose, not just a job. Combining surprising business wisdom with insightful and entertaining stories from Lee's four decades on the front lines of some of the world's best-run companies, *Creating Magic* shows all of us, from small business owners to managers at every level, how to become better leaders by infusing quality, character, courage, enthusiasm and integrity into our workplace and into our lives.

Practical Magic John E. Roueche, Mark D. Milliron, Suanne D. Roueche, 2003 What constitutes excellent teaching? To answer this question, these noted experts went straight to the thousands of teachers who have been recognized for excellence recipients of teaching excellence awards and asked them. Their answers, which the authors have put into context with history and research, make for a book that is as inspiring as it is informative, shedding new light on both the definable and the simply magical components of good teaching. Publisher description.

Inspirations Lawrence Hass, 2015-10-20

Excellence In Music Brad Thompson, 2019-08-07 Excellence in Music is a 7-volume work. Each volume includes a workbook and 24 recorded lessons that can be accessed online without charge. When all seven volumes are completed, the student will have a 7-volume reference with over 600 pages. This course covers lessons in music history, practice tips, technique, sight singing, melodic, harmonic and rhythmic dictation, modes, performance tips and dealing with performance anxiety, composition, harmony, counterpoint, the lives and works of the great composers, musical style, musical form analysis and more. All of this is in a sequential, easy-to-use format.

The Magic Lantern Joseph S. Rubino, Joe Rubino, 2001 Set in the magical world of Center Earth inhabited by dwarves, elves, goblins and wizards, *The Magic Lantern* is the story of a group of dwarves and their young leader who go off in search of the secrets to a life filled with harmony and endless possibilities and void of the regrets and upsets that characterize most people's existence.

Excellence #2 Brandon Thomas, 2019-06-19 The Aegis protects the world, but not everyone is equal. Is their eyes? A lesson their newest recruit, Spencer Dales, learns the hard way when he crosses the Aegis's unseen master, the Overseer.

Transformations Lawrence

Hass,2007 **Be Our Guest** Disney Institute,2003-06 Foreword by Michael D Eisner All organisations drive towards the same goal how best to serve their customers Walt Disney World has always enjoyed a reputation as a company that set the benchmark for outstanding business practices Now for the first time one critical element of the method behind the magic is revealed that of quality service Here their proven principles and processes are fully outlined to help your organisation focus its vision and assemble its infrastructure to deliver exceptional customer service **Prescription for Excellence:**

Leadership Lessons for Creating a World Class Customer Experience from UCLA Health System Joseph A. Michelli,2011-05-20 THE 1 NEW YORK TIMES AND WALL STREET JOURNAL BESTSELLER Like any business a hospital must be true to its core values in order to succeed Trickle down values start at the top with the best leadership so that all the stakeholders understand and carry out the institution s mission That is the gift that David F einberg has brought to U CLA I am in awe of his management skills Lynda Resnick owner of Pom Wonderful Fiji Water Teleflora and Wonderful Pistachios With clear purpose unwavering principles and steadfast leadership the people at UCLA have established a new bar a compelling promise for what healthcare can and should be David M Lawrence M D former CEO Kaiser Permanente An absorbing and educational account of a large institution s astonishing transformation The strong courageous and focused leadership of David Feinberg and his outstanding team is evident on every page A tremendous lesson for all large enterprises William E Simon Jr cochairman William E Simon UCLA s overall success is a result of organization wide collaboration that is driven by leaders with a shared vision of unyielding excellence Michelli breaks down UCLA s approach into five simple principles Commit to Care Leave No Room for Error Make the Best Better Create the Future Service Serves Us From administrative offices to operating rooms to research centers continued adherence to these five principles has guided UCLA to financial strength social significance and sustainability The best part is that these principles translate to any industry so you too can achieve similar goals Michelli gives you the tools to adapt UCLA s ideas systems and leadership principles into your own best practices Whether it is a healthcare organization a financial institution or a neighborhood hair salon good business begins and ends with customer connection When all workers in an organization focus on providing quality care for those they serve success inevitably follows Business is always personal UCLA s leadership ensures that this simple truth drives every UCLA employee every day Apply the lessons Michelli spells out in Prescription for Excellence to create a system that ensures that your people take business personally day in and day out **The Magic Word** Sherrill S.

Cannon,2011-05-12 This is a rhyming tale about a little girl who needs to learn how to be polite The Magic Word is one that everyone needs to learn Elisabeth Keys never said thank you excuse me or please She made fun of people she d argue and tease She took what she wanted whenever she could Elisabeth s manners were not very good So begins the rhymed story of Elisabeth who discovers her lack of friends when no one wants to come to her birthday party The Experience Bruce Loeffler,Brian Church,2015-03-23 Bring Disney level customer experience to your organizationwith insider guidance The

Experience is a unique guide to mastering the art of customer service and service relationships based on the principles employed at the renowned leader in customer experience the Walt Disney Company Co Author Bruce Loeffler spent ten years at Disney World overseeing service excellence and has partnered with Brian T Church in this book to show you how to bring that same level of care and value to your own organization Based on the I C A R E model the five principles Impression Connection Attitude Response and Exceptionals give you a solid framework upon which to raise the level of your customer experience You will learn how to identify your customer service issues and what level of Experience you are currently offering You can then determine exactly what the customer experience should be for your company and the changes required to make it happen The Walt Disney Company is the most recognized name in the world for customer service The Disney Experience draws customers from all around the world This book describes what it takes to achieve that level of Experience and how any organization can do it with the right strategy and attention to detail When the Experience is enhanced the opportunity arises to convert customers to ambassadors who will share their Experience with others Find the experience and what it means to the Organization Learn the five levels of experience and why most companies fail at it Identify service problems that face every company in the marketplace Utilize the Experience Quotient and apply the I C A R E principles Learn how to convert customers to ambassadors who share their story with others Customers are the lifeblood of business A great product offering is not enough in today's marketplace where everyone's looking for an experience Imagine the kind of value a Disney level customer experience could bring to your organization The Experience is a guide to getting there from an insider's perspective

Journey to Excellence Kathleen Jennison Goonan, Joseph A. Muzikowski, Patricia K. Stoltz, 2009-11-14 This book is based on several years' study of the nine Baldrige Award winners from health care It describes how these organizations approached their Baldrige journey and what other health care leaders should do to reap similar benefits To fully understand the journey for these nine organizations and their return on investment the authors studied each of their 50 page award applications presentations at national and regional meetings and other publications by or about them Additionally and most importantly CEOs and other senior leaders were interviewed at length The questions asked of these leaders followed three basic themes How did you successfully use the Baldrige framework to drive improvement What would you recommend other organizations do to gain the value you have from a Baldrige journey What can we learn from you that would help other organizations manage their improvement journeys to maximize the value they gain Health reform is making it clear healthcare organizations improving to great clinical financial and experience outcomes will win and thrive for the communities they serve Yet research teaches us that most change fails Journey to Excellence through brutal truth inspirational storytelling courageous journeys disciplined research and sustained results shows us the way the very hard way as well as the awesome possibility Jim Conway SVP Institute for Healthcare Improvement W Edwards Deming spoke of consistent business driving quality as arising from a system of production At best health care delivery in most places today is

bubbling chaos The Malcolm Baldrige Quality Award supplies the only practical comprehensive outline for health care as a system of production in existence today It s about time that health care leaders had a comprehensive guide Taught by experts this volume is drawn from careful analysis of those who have succeeded You hold the future in your hands at least for those who will not only survive but thrive in the coming turmoil of health care reform Brent James MD Intermountain Health Care Journey to Excellence is an insightful synthesis of the powerful Baldrige framework and the real life journeys of the healthcare award winners Their stories will deepen understanding both for those new to and experienced with the Baldrige Criteria This book is a major contribution to achieving healthcare excellence Louise Liang MD Former Chair Institute for Healthcare Improvement Most healthcare organizations are currently in a purely reactive mode just struggling to get through the day and the fiscal year collecting the data that they are required to report and responding to crises In Journey to Excellence Goonan and her co authors show healthcare leaders how to take control of the agenda The Baldrige Criteria define the journey that can help organizations approach greatness and the authors LASER set of behaviors describes what they need to pack for the trip Tom Lee MD Network President Partners Healthcare System Journey to Excellence provides a concrete framework for leaders seeking to improve their organizational performance Health care organizations are likely to face increasing pressure to improve quality and reduce cost in the coming years Goonan Muzikowski and Stoltz offer a strategic roadmap for a successful transformational change This book contains real life stories of leaders who used Baldrige to successfully transform their organizations into high performance enterprises Vinod K Sahney Chief Strategy Officer Blue Cross Blue Shield of Massachusetts

The Customer Rules Lee Cockerell, 2013-03-05 The former Executive Vice President of Walt Disney World shares indispensable Rules for serving customers with consistency efficiency creativity sincerity and excellence Lee Cockerell knows that success in business any business depends upon winning and keeping customers In 39 digestible bite sized chapters Lee shares everything he has learned in his 40 year career in the hospitality industry about creating an environment that keeps customers coming back for more Here Lee not only shows why the customer always rules but also the Rules for serving customers so well they ll never want to do business with anyone but you For example Rule 1 Customer Service Is Not a Department Rule 3 Great Service Follows the Laws of Gravity Rule 5 Ask Yourself What Would Mom Do Rule 19 Be a Copycat Rule 25 Treat Every Customer like a Regular Rule 39 Don t Try Too Hard As simple as they are profound these principles have been shown to work in companies as large as Disney and as small as a local coffee shop from businesses selling cutting edge technologies like computer tablets to those selling products as timeless as shoes and handbags at corporations as long standing as Ford Motors and those as nascent as a brand new start up And they have been proven indispensable at all levels of a company from managers responsible for hiring and training employees setting policies and procedures and shaping the company culture to front line staff who deal directly with clients and customers Chock full of universal advice applicable online and off The Customer Rules is the essential handbook for

service excellence everywhere *Career Magic* Lee Cockerell, 2016 ADVICE ON CAREERS ACHIEVING SUCCESS
 Executive Career Development Secrets from a Life at Disney Career Development Magic is a unique book full of priceless advice and insightful experience Lee Cockerell chronicles how he went from being a college dropout rose through the ranks at both Hilton and Marriott and ultimately became the Executive Vice President of Operations for Walt Disney World Resorts As the Senior Operating Executive for more than a decade Lee led a team of 40 000 Cast Members and was responsible for the operations of 20 resort hotels 4 theme parks 2 water parks a shopping And entertainment village and the ESPN sports and recreation complex **Lessons from the Mouse** Dennis Snow, 2010-08 Outlines ten practical principles for increasing the effectiveness of any business organization based on the author s years at Disney World *Wings of Ebony* J. Elle, 2021-01-26 Instant New York Times bestseller A remarkable breathtaking earthshaking poetic thrillride Daniel Jos Older New York Times bestselling author of Shadowshaper In this riveting keenly emotional debut fantasy a Black teen from Houston has her world upended when she learns about her godly ancestry and must save both the human and god worlds Perfect for fans of Angie Thomas Tomi Adeyemi and The Hunger Games Make a way out of no way is just the way of life for Rue But when her mother is shot dead on her doorstep life for her and her younger sister changes forever Rue s taken from her neighborhood by the father she never knew forced to leave her little sister behind and whisked away to Ghizon a hidden island of magic wielders Rue is the only half god half human there where leaders protect their magical powers at all costs and thrive on human suffering Miserable and desperate to see her sister on the anniversary of their mother s death Rue breaks Ghizon s sacred Do Not Leave Law and returns to Houston only to discover that Black kids are being forced into crime and violence And her sister Tasha is in danger of falling sway to the very forces that claimed their mother s life Worse still evidence mounts that the evil plaguing East Row is the same one that lurks in Ghizon an evil that will stop at nothing until it has stolen everything from her and everyone she loves Rue must embrace her true identity and wield the full magnitude of her ancestors power to save her neighborhood before the gods burn it to the ground The Magic in Changing Your Stars Leah Henderson, 2021-05-11 Can you change your fate and the fate of those you love if you return to the past Journey to 1939 Harlem in this time travel adventure with an inspiring message about believing in yourself Eleven year old Ailey Benjamin Lane can dance so he s certain that he ll land the role of the Scarecrow in his school s production of The Wiz Unfortunately a talented classmate and a serious attack of nerves derail his audition he just stands there frozen Deflated and defeated Ailey confides in his Grampa that he s ready to quit But Grampa believes in Ailey and to encourage him shares a childhood story As a boy Grampa dreamed of becoming a tap dancer he was so good that the Hollywood star and unofficial Mayor of Harlem Bill Bojangles Robinson even gave him a special pair of tap shoes Curious Ailey finds the shoes tries them on taps his toes and makes a wish In the blink of an eye he finds himself somewhere that if most definitely no place like home Featuring an all African American cast of characters and infused with references to black culture and history this work of magical realism is

sure to captivate and inspire readers Time Management Magic Lee Cockerell,2015-01-15 Executive time management secrets from a life at Disney During Lee Cockerell s career at Disney as the Senior Operating Executive of Walt Disney World Resorts he led a team of 40 000 Cast Members employees and was responsible for the operations of 20 resort hotels 4 theme parks 2 water parks and the ESPN Sports Complex As you can imagine Lee had to become a time management expert first as a means of survival and then as a way to help others make the best use of their time The time management secrets he developed have become one of his most requested corporate training lectures and are now available to you in this tell all book However this book is not just about Time Management It is about Life Management Management is defined as the act of controlling The executive time management secrets contained in this book will help you keep all parts of your life under control and jump start your personal and professional growth *James Allison* Sigur E. Whitaker,2014-01-10 Among the engineers fueling the rapid rise of the automotive industry at the dawn of the 20th century was James Allison a fountain pen maker who joined with Carl G Fisher in 1904 to found Prest O Lite an early manufacturer of the power source for automotive headlights This biography tracks Allison s involvement in the Indianapolis 500 which he cofounded with Fisher and two others as well as his machine shop s construction of the Liberty engine the first mass produced aircraft engine and also the V1710 the workhorse of World War II military aircraft Through his unique ingenuity and perseverance Allison created a legacy that still resonates today at the Indianapolis 500 Rolls Royce and Allison Transmission *Magic Ramen* Andrea Wang,2025-01-14 World War II was over but in Japan lines for a simple bowl of ramen noodles wound down the sidewalk What Momofuku Ando did next would change food forever Andrea Wang author of *Watercress* a Newberry honor book and winner of the Caldecott Medal tells the true story behind the creation of one of the world s most popular foods An inspiring story of persistence and an ideal purchase for any collection School Library Journal STARRED review 2021 Nutmeg Book Awards Nominee Winner of the 2020 Sakura Award Read Across America Book of the Month May 2021 Center for Multicultural Children s Literature Best Book of 2019 List Smithsonian Magazine 10 Best Children s Books of 2019 List Every day Momofuku Ando would retire to his lab a little shed in his backyard For years he d dreamed about making a new kind of ramen noodle soup that was quick convenient and tasty for the hungry people he d seen in line for a bowl on the black market following World War II Peace follows from a full stomach he believed Day after day Ando experimented Night after night he failed But Ando kept experimenting With persistence creativity and a little inspiration Ando succeeded This is the true story behind one of the world s most popular foods

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