

Joe Plumeri

8 PLUMERI PRINCIPLES & EXERCISES

Adapted from "Be Yourself"

PRINCIPAL 1 – EVERYONE HAS THE SAME PLUMBING.

"Have faith and courage to be yourself; relax and let a little spontaneity and joy into your days."

IF YOU EXPERIENCED AT LEAST ONE OF THESE THINGS, YOU'RE ON THE RIGHT PATH TO CONNECTING WITH YOURSELF. WHATEVER YOU DO, HAVE THE INTEGRITY TO FEEL THAT YOU'VE DONE BECAUSE IT WAS THE RIGHT THING TO DO.

- DID YOU SMILE AND LAUGH TODAY?
- CHALLENGE YOURSELF?
- WERE YOU FACED WITH A CHALLENGE?
- OVERCAME AN OBSTACLE?
- LEARN SOMETHING NEW?
- FEEL LOVED, SCARED, PASSIONATE?
- SURPRISE YOURSELF?
- DID YOU LAUGH, CRY, GET MAD?

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PRINCIPAL 2 - "SHOW THE WAY TO GRANDMA'S HOUSE"

"If your vision is strong you will do whatever it takes to get there."

- DID YOU FIGURE OUT THE WAY TO GRANDMA'S HOUSE?
- ARE YOU PREPARED TO DO WHATEVER IT TAKES TO GET THERE?
- ROADBLOCKS, DIFFICULT TIMES, FRIENDS GIVING YOU A HARD TIME? WHAT'S HOLDING YOU BACK?
- PAINT THE PICTURE TO ENDURE THE TRIP



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PEOPLE WHO CUT THEIR OWN PATH ARE USUALLY FEARLESS. THEY GO BEYOND LIMITATIONS AND THINK FOR THEMSELVES. PEOPLE WHO FOLLOW THE FAMILIAR PATH ARE LESS CURIOUS. THEY LET SOMEONE ELSE CLEAR THE WAY SO THEY CAN OVERCOME YOUR FEAR FOR YOU.

PRINCIPAL 3 - "CUT YOUR OWN PATH"

TO CUT YOUR OWN PATH KEEP ASK YOURSELF THE FOLLOWING:

- WERE YOU FEARLESS TODAY?
- WERE YOU LIMITED BY YOUR FEAR?
- IF YOU FEEL COMFORTABLE FOLLOWING SOMEONE ELSE'S PATH, THEN FEAR HAS PROBABLY GOTTEN IN YOUR WAY AND YOU NEED TO CHECK BACK IN WITH YOUR VISION.

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PRINCIPAL 4 - "LET SADNESS TEACH YOU"

One of the key ingredients to life is creating authentic relationships, being fully present and prioritizing time for the relationships that are most important to us. Where you spend your time?

IF YOUR WEEK WAS A PIE CHART, WHERE DO YOU SPEND MOST OF YOUR TIME? HOW CAN YOU MAKE TIME FOR THE RELATIONSHIPS THAT MATTER TO YOU?

- PICK UP THE PHONE AND CALL SOMEONE TO LET THEM KNOW YOU'RE THINKING ABOUT THEM
- SEND A NOTE OF APPRECIATION TO A FRIEND JUST BECAUSE
- LET PEOPLE KNOW YOU GENUINELY CARE

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PRINCIPAL 5 - "LOOK UP, NOT DOWN" *talks about leading from the front and not the back. This requires listening with focus, asking questions and offering whole-hearted attention. Leadership is the relationship you have to someone else. This can be as basic as being a good friend.*

WHAT LEADERSHIP ROLES DO YOU PLAY?

- IN YOUR FAMILY
- YOUR WORK
- YOUR COMMUNITY
- YOUR FRIENDSHIPS

YOU HAVE AN OPPORTUNITY AND LEADERSHIP POSITION TO MAKE A DIFFERENCE. IF YOU DON'T MAKE A DIFFERENCE, THEN THE IDEA OF LEADING IS VALUELESS. LEADERSHIP IS DOING SOMETHING THAT SOMEONE CAN'T DO FOR THEMSELVES.



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PRINCIPAL 6 - "PLAY IN TRAFFIC" *is about getting out there and engaging in life.*

I'VE PROVIDED YOU WITH LISTS OF PLACES I PLAY IN TRAFFIC WHAT ARE YOURS?

- WHERE ARE PLACES IN YOUR COMMUNITY WHERE YOU CAN CONNECT WITH OTHERS?
- WHERE WOULD YOU SUGGEST OTHERS PLAY IN TRAFFIC?

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PRINCIPAL 7 - "MAKE YOUR HEART YOUR TELEPROMPTER" *is about connecting to your heart. You don't need anyone to script you. You don't need to read what you want to say. It comes out because it's the way you feel.*

THIS CONCEPT GOES AGAINST ALL RULES OF "THINK BEFORE YOU SPEAK". I'M NOT SUGGESTING DON'T BE PREPARED, BUT MAKE THE WORDS YOUR OWN. WHEN YOU OVERTHINK WHAT YOU ARE GOING TO SAY, SCRIPT YOURSELF, IT MOST LIKELY WON'T FEEL AUTHENTIC BECAUSE YOU'RE NOT IN THE MOMENT. YOU'RE NOT CONNECTED TO YOUR HEART.

- PRACTICE GENUINELY SPEAKING TO FRIENDS, FAMILY, CO-WORKERS, YOUR PETS
- TAKE AN IMPROV ACTING CLASS
- ASK YOURSELF WHAT ARE YOU FEELING. CHECK IN WITH YOUR EMOTIONS BEFORE YOU SPEAK.

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PRINCIPAL 8 - "YOU GOTTA HAVE A PURPOSE" *is the point of getting up in the morning. What is your purpose?*

WRITE YOUR OWN PERSONAL MISSION STATEMENT USING THE FOLLOWING EQUATION:

VISION + BELIEF + PASSION = PURPOSES

- IF YOUR VISION IS THE RIGHT ONE, THEN YOU'LL BELIEVE IT AND IT WILL BE CLEAR
- IF YOU'RE STUMPED, START BACK AT THE BEGINNING. FIND ANOTHER VISION AND KEEP DOING IT UNTIL YOUR PURPOSE IS BORN.