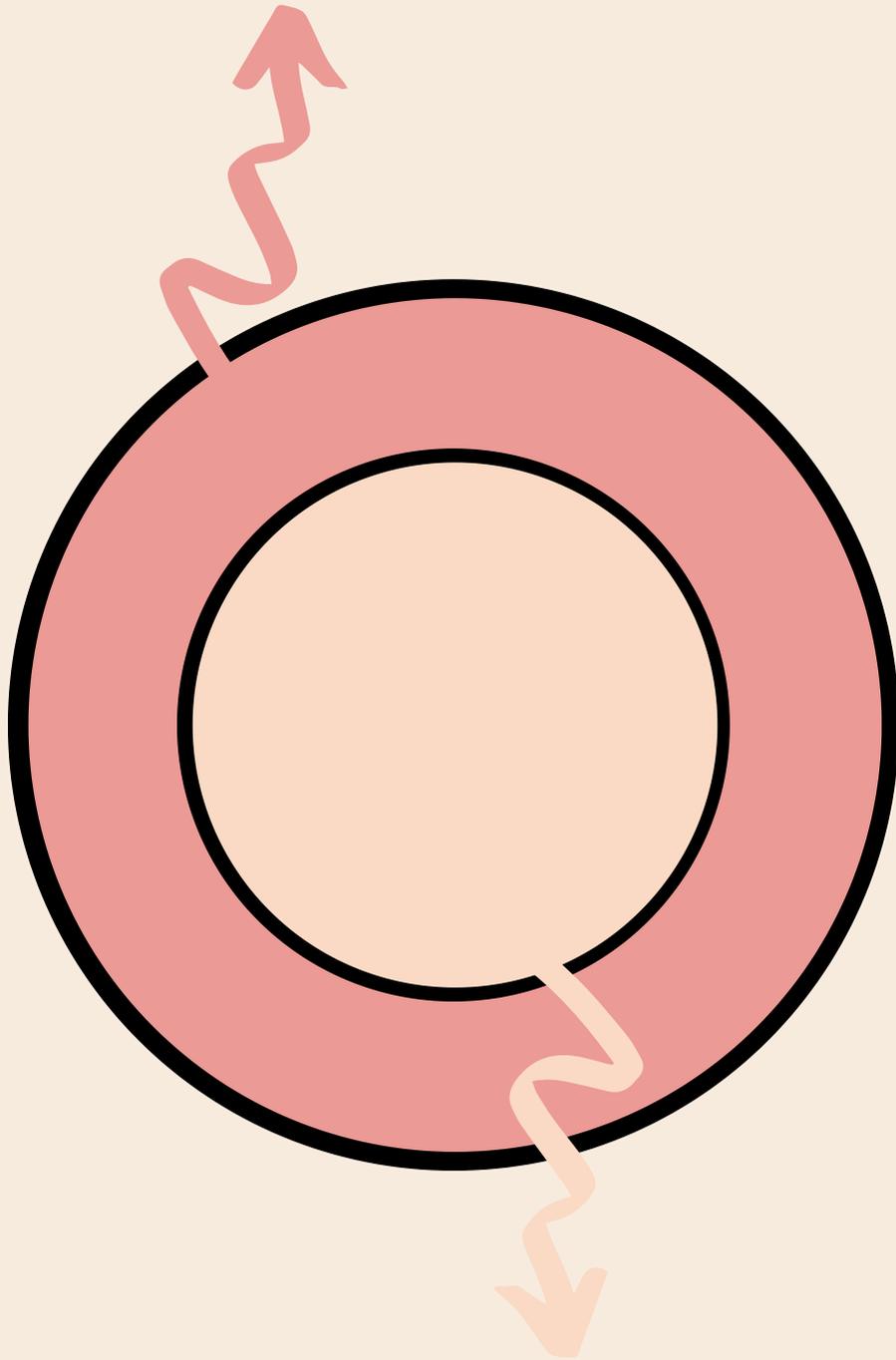


the 7 habits of highly effective people

@PHARMA_CONNECT

*the circle of
influence*



*the circle of
concern*



BE PROACTIVE.

Take responsibility for your reaction to your experiences, take the initiative to respond positively and improve the situation.

Recognize your Circle of Influence and Circle of Concern.

Focus your responses and initiates on the center of your influence and constantly work to expand it.

Don't sit and wait in a reactive mode, waiting for problems to happen (Circle of Concern) before taking action.

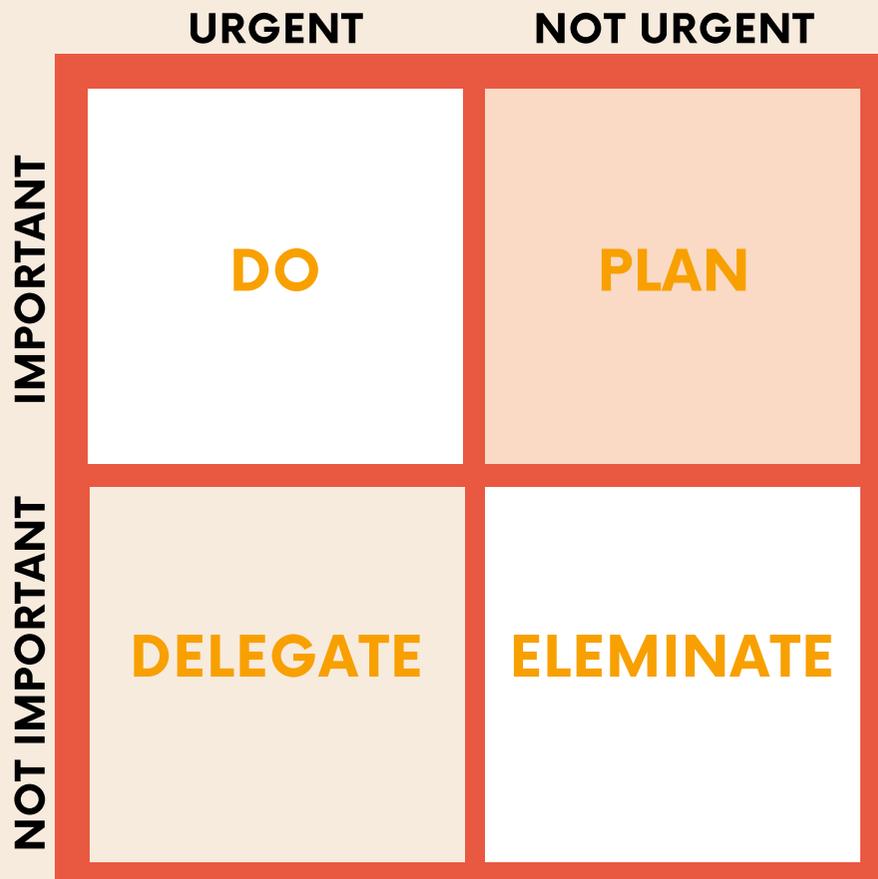
**change your life to act
and be proactive!**



FIRST THINGS FIRST

Talks about what is important and what is urgent. Priority should be given in order. The order is important; after completing items in quadrant I, we should spend the majority of our time on II.

write the program,
become a leader!
Keep personal integrity:
what you say
VS
what you do.



- I. Urgent, important (Do)
- II. Not urgent, important (Plan)
- III. Urgent, not important (Delegate)
- IV. Not urgent, not important (Eliminate)

“

**SEEK FIRST TO
UNDERSTAND, THEN
TO BE UNDERSTOOD.**

Use empathetic listening to genuinely understand a person, which compels them to reciprocate the listening and take an open mind to be influenced by you.

This creates an atmosphere of caring, and positive problem-solving.

**listen, understand, and
only then, open your
mouth.**





SYNERGIZE

Combine the strengths of people through positive teamwork, so as to achieve goals that no one could have done alone.

**If you want to go fast, go alone.
If you want to go far, **TEAM UP!****





BEGIN WITH THE END IN MAP

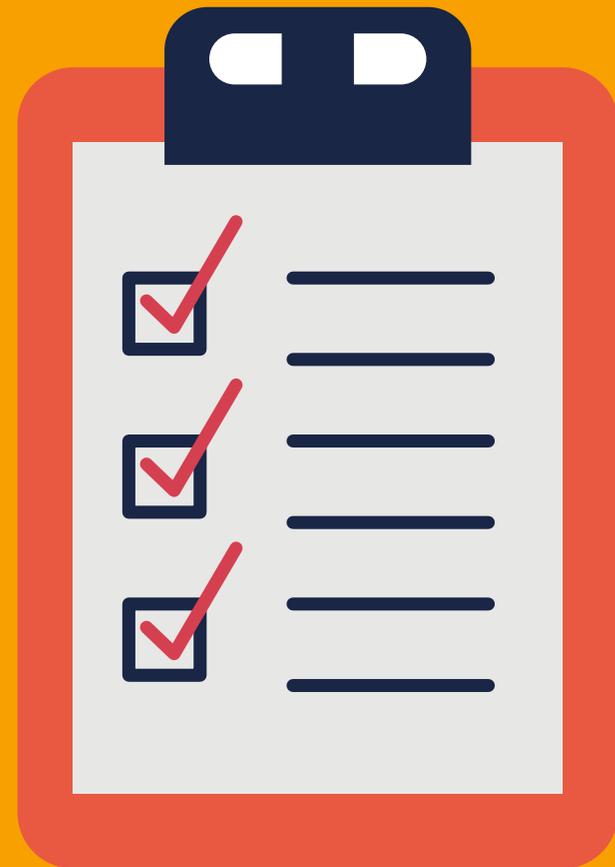
Envision what you want in the future so you can work and plan towards it.

Understand how people make decisions in their life. To be effective you need to act based on principles and constantly review your mission statements.

Are you -right now- who you want to be? What do I have to say about myself? How do you want to be remembered?

2

**you are the
programmer!
Grow and stay
humble.**





THINK WIN WIN

Genuine feelings for mutually beneficial solutions or agreements in your relationships.

Value and respect people by understanding a "win" for all is ultimately a better long-term resolution than if only one person in the situation had gotten their way.

Think Win-Win isn't about being nice, nor is it a quick-fix technique.

It is a character-based code for human interaction and collaboration.

4

**OUR SUCCESS
DEPENDS ON
OTHERS SUCCESS**





SHARPEN THE SWORD, GROWTH.

Balance and renew your resources, energy and health to create a sustainable, long-term, effective lifestyle. It primarily emphasizes exercise for physical renewal, good prayer (meditation, yoga, etc.) and good reading for mental renewal. also service to society for spiritual renewal.

7



**RUN. EXERCISE.
STUDY. MEDIATE.**