



# “Icebergs (& Skyscrapers)”

The Iceberg represents your total being. The 10% above the water (visible qualities) is your **skill** (1<sup>st</sup> Dimension) and the 90% below the water (invisible qualities) is your **character** (2<sup>nd</sup> & 3<sup>rd</sup> Dimensions).

**WARMUP:** Put your team in groups of 3-5. Show them a banana, egg and peanut. Ask them what all three have in common. Eventually each group will realize that each item has an exterior and a valuable interior. Then ask the group to brainstorm and list as many items as they can think of that has visible outside and inside that is not visible. Let them discuss that both are important but the real value is on the inside.

Relate this to the iceberg – the part below is so much bigger and more important to the stability of the iceberg than the tip you see. (Can also use a skyscraper as an example - see lesson attached). The invisible trumps the visible.

Next explain what happened to the Titanic. Many people do not know two facts: 1. They had received six warnings (the last one got a reply – “Shut Up I’m busy”) before hitting the iceberg and ignored all of them and 2. It was what was below the surface that sunk the ship not the part they saw. There wasn’t a huge gash in the ship only six relatively narrow slits.

## **CHARACTER = 90% = SUM OF:**

- Self-Discipline (the ability to do what is right even if you don’t feel like it)
- Core Values (Principles you live by to take a moral stand)
- Sense of Identity (A realistic self-image of who you really are)
- Emotional Security (The ability to be emotional stable and consistent)

*These are all 3<sup>rd</sup> Dimensional Attributes*

## **DISCUSS**

- Why is focusing on the “inside” so difficult for us today?
- Why do we put so much emphasis on the “outside” of our lives?
- Your skills may be enough to get you to the top but your character is what will keep you there. You can only fake it for so long. Can you name some people who have been “sunk” by what was underneath the surface?
- Permanent failures are not about skills – rather what is on the inside! What does this mean?

**INTEGRITY = “ONENESS” or “WHOLENESS” = What’s below supports the top!**

## **THE BIG DEAL QUESTION**

If someone you respected warned you about a potentially damaging habit or behavior in your life, would you change how you are living?

**A GREAT HANDOUT PIECE YOU CAN USE TO EXPLAIN THE CONCEPT**

---

**“MAKE IT A GREAT DAY +1”**



## CHOICES & DECISIONS (YOUR IMAGE)

Legacy - Lifestyle - Actions, Habits, Routines  
Behaviors, Words, Relationships

## THOUGHTS & FEELINGS (YOUR CHARACTER)

Personality	Image of God	Composure
CHARACTER	Conscience	Will
The Past	Worldview	Responses
Self-Image	Identity	Purpose
Core Values	Desires	Blue Car
Selfish	Surrendered	Red Car

- ▲ What dimension exists above the waterline?
- ▲ What about below the waterline?
- ▲ What causes differences in us above and below the waterline?

## INTEGRITY = (BELIEFS = BEHAVIORS) = “NO GAPS”

- ➔ What you see is what you get - Does what is on the outside line up with what is on the inside?
- ➔ Do what others think you are line up with who you really are?
- ➔ Gap free = No gaps between beliefs and behavior.
- ➔ Gaps create turmoil - physical, spiritual and mentally.
- ➔ See John Wooden, “Gap Free Living”

Legendary UCLA basketball coach John Wooden once said, “A leader’s most powerful ally is his or her own example. I refused to make demands on my boys that I wasn’t willing to live out in my own life.” The duplicity this verse in Proverbs is talking about is just a big word for gaps. **Gaps happen when honesty and truth—the two key ingredients of integrity—become options instead of non-negotiable standards.** And the gap between whom you are on the outside and who you are on the inside can lead to great tension. Living with gaps won’t bring life-change; it’ll bring inner torment. When who you are on the outside matches who you are on the inside, you have wholeness, completeness, and soundness. You are the same throughout, and you are living in honesty and truth.

**“MAKE IT A GREAT DAY +1”**

## Q: What are the similarities between an ICEBERG & a SKYSCRAPER?



### **“The Law of the Skyscraper” = “THE UPSIDE 3D MODEL!”**

When builders begin building a skyscraper they don't start by building up. Instead they start by digging below the ground in order to create a foundation of stability. They have to go down deep and excavate clay, etc. to reach the bedrock so that they can build something that will reach incredible heights. Our lives, careers and teams work the same way.

**If we want to build up we have to first dig deep and develop our foundation.**

It's not always easy to unearth the stuff below (the fears we have, the wounds we carry and the things that hold us back) but once we uncover them we can reach the core of our foundation and begin the building process to reach greater heights.

Today I want to encourage you to do some digging. **Think about what's holding you and your team back.** What needs to be unearthed and dealt with? I know it's easier not to address or confront it but remember the law of the skyscraper. If you don't dig you'll never be able to build the foundation you need to create the life and team that you want.

I don't know what kind of digging you have to do personally or professionally, individually or collectively but I hope you'll consider building your foundation this year so we can grow to greater heights together.

Identify what you stand for. Once you know what you stand for decisions are easy to make.

**Have a vision for the road ahead.** If you have a vision you also have the power to make it happen.

**Know your why.** When you know your why you will know the way.

We know that there's a limit to how high skyscrapers can physically be built but there's no limit to how high you can soar when you are willing to keep building your life, work and team

---

**“MAKE IT A GREAT DAY +1”**