

July 2019 Webinar

## **“Chambers of Heart”**

**Building and Maintaining Trust and Relationships**

Presenter:

**The Honorable J. H. Corpening**

Chief District Court Judge

Wilmington, NC



## **Webinar Information**

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### Ways to participate

1. Type your questions in the “Questions” box.
2. Raise your hand questions.
3. Answer the poll questions.

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## Charlie and Helen Dibble





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Resources for Teaching Relationship Skills



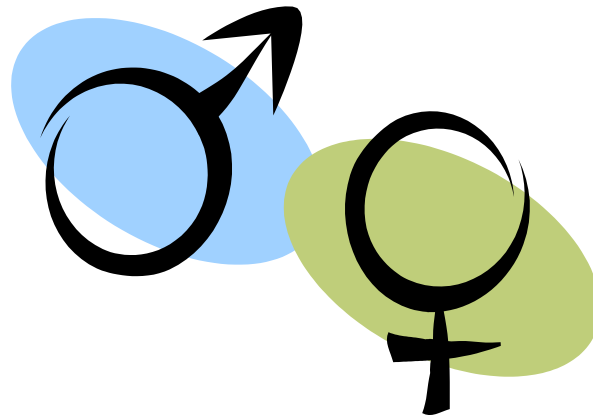
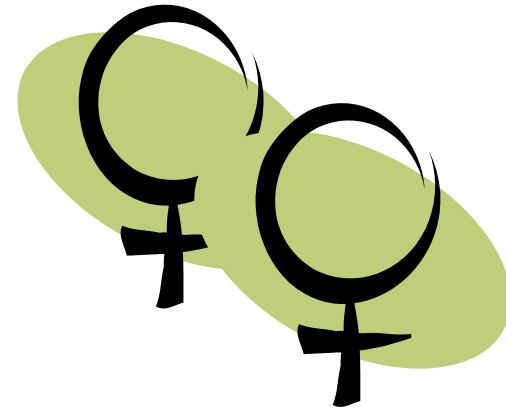
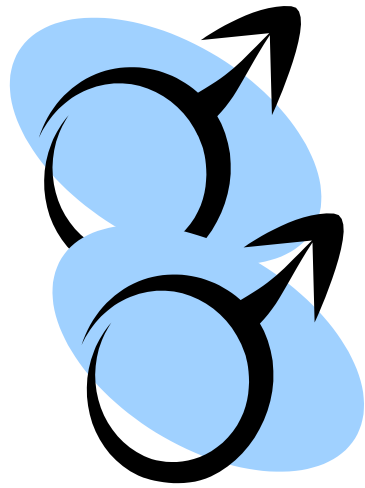
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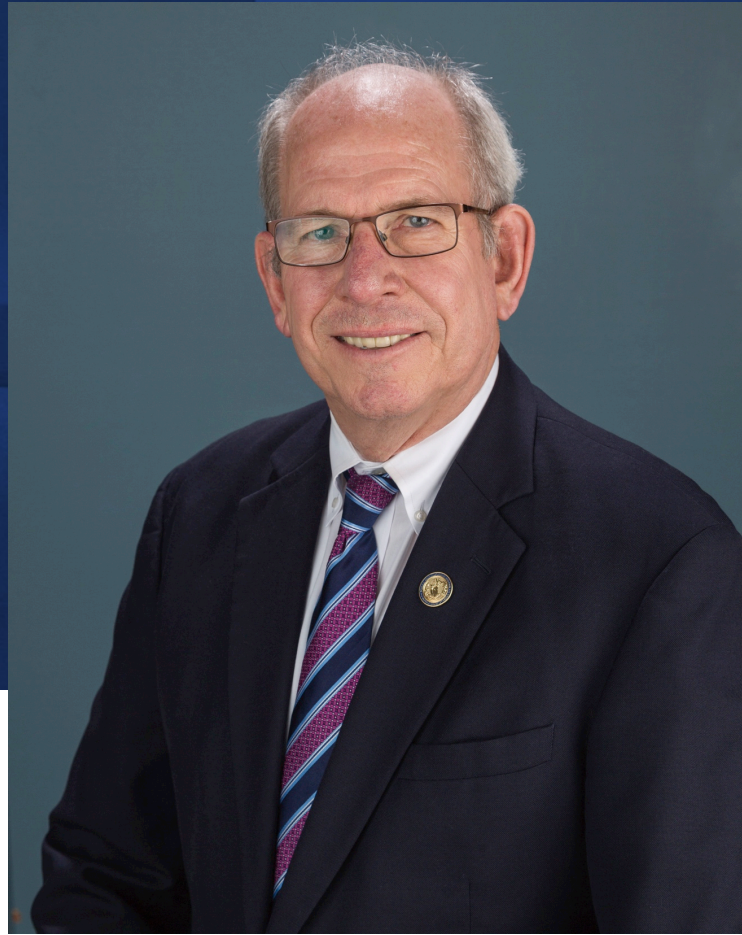
The Dibble Institute  
believes in stable, healthy families.



The Dibble Institute believes  
all people deserve respect.







The Honorable J.H. Corpening  
Chief District Court Judge, 5<sup>th</sup> Judicial District  
New Hanover and Pender Counties, North Carolina



# Learning objectives

- ❖ LEARN WHY “HEART” IS THE KEY TO TRUST AND RELATIONSHIPS
- ❖ ESTABLISH THE 5 CHAMBERS OF “HEART”
- ❖ HELP YOU SEE A NEW APPROACH TO RELATIONSHIPS AND TRUST
- ❖ EMPOWER YOU TO BE A NEW KIND OF LEADER IN THE LIVES OF YOUNG PEOPLE YOU WORK WITH





# INTRODUCTION

- ❖ FIRST REPLACEMENTS CLIP
- ❖ McGINTY HAD A SPOILED ALL PRO QUARTERBACK
- ❖ WHAT DID COACH McGINTY NEED?
- ❖ LEADING IS ALL ABOUT BUILDING AND MAINTAINING TRUST AND RELATIONSHIPS: SHANE FALCO
- ❖ IMPORTANT: 9/10 RULE
- ❖ WHERE'S OUR FOCUS?
- ❖ LET'S LOOK AT THE 5 CHAMBERS OF HEART



# HONESTY

- ❖ **FIRST STEP:** HONESTY WITH THOSE WE LEAD AND OURSELVES. IMPORTANT?
- ❖ SAY WHAT YOU MEAN, MEAN WHAT YOU SAY!
- ❖ AFFECT OF “ME” WORDS
- ❖ WHAT HAPPENS IN RELATIONSHIPS WHEN HONESTY LACKING?







# HONESTY

- ❖ BACK TO FALCO. SECOND “REPLACEMENTS” CLIP
- ❖ IMPACT OF FALCO’S HONESTY?
- ❖ IMPACT OF HONESTY ON OUR STUDENTS?
- ❖ HONESTY IS A BUILDING BLOCK OF “HEART”



# RESPECT

- ❖ RESPECT OF OTHERS MUST BE EARNED: FIRST OFFER IT, THEN RECEIVE IT
- ❖ WE HAVE THE ABILITY: “JUST DO IT”
- ❖ HOW DO WE COMMUNICATE RESPECT?
- ❖ BARRIERS EXIST. OFTEN A MATTER OF PERSPECTIVE: OURS AND THEIRS.



# RESPECT

- ❖ RECOGNIZE THESE BARRIERS
- ❖ WORK TO REMOVE SO THAT TRUST AND RELATIONSHIPS CAN DEVELOP
- ❖ SET THE EXAMPLE FOR OTHERS TO FOLLOW YOUR LEAD







# RESPECT

- ❖ BACK TO FALCO: THIRD “REPLACEMENTS” CLIP
- ❖ WHAT HAPPENED THE FIRST TIME THE “PROS” TURNED OVER FALCO’S TRUCK?
- ❖ WHY THE CHANGE?
- ❖ RESPECT OFFERED: RESPECT GIVEN
- ❖ RESPECT IS A BUILDING BLOCK OF “HEART”



# INTEREST

- ❖ “HEART” REQUIRES GENUINE INTEREST
- ❖ “ARE YOU LISTENING TO ME?”
- ❖ PERCEPTION:
  - ❖ WE DON’T LISTEN
  - ❖ WE WON’T LISTEN
  - ❖ RESULT: NO CONNECTION



# INTEREST

- ❖ FIRST: LISTEN TO OUR STUDENTS (REMEMBER THE BARRIERS!)
- ❖ SECOND: SPEND TIME: QUALITY AND QUANTITY
  - ❖ QUALITY TIME IS MOTIVATED BY YOUR SINCERE INTEREST IN FOLLOWERS
  - ❖ QUANTITY DEMONSTRATES COMMITMENT OVER TIME



# INTEREST

- ❖ HOW WILL TEENAGER (OR ANYONE ELSE) RESPOND TO LACK OF INTEREST?
- ❖ HOW CAN WE SHOW INTEREST?
- ❖ BACK TO FALCO: HUNG OUT WITH HIS TEAM, SHOWED GENUINE INTEREST, TOOK UP FOR TEAM, PLACED TEAM BEFORE SELF
- ❖ WHAT HAPPENS WHEN SELF IS FIRST?
- ❖ INTEREST IS A BUILDING BLOCK OF “HEART”



# COMMITMENT

- ❖ DEFINITION?
  - ❖ NOT DEFINED BY A MOMENT
  - ❖ MUST ENDURE OVER TIME FOR STUDENTS TO SEE
  - ❖ INSPIRES AND ATTRACTS PEOPLE
  - ❖ PEOPLE BUY INTO LEADER, THEN LEADER'S VISION



# COMMITMENT

- ❖ ***“WE WILL NOT WAVER, WE WILL NOT TIRE, WE WILL NOT FALTER, AND WE WILL NOT FAIL.”***

GEORGE W. BUSH, SEPTEMBER 2001

- ❖ WHY WAS COMMITMENT IMPORTANT?
- ❖ WHY IS YOUR COMMITMENT IMPORTANT?





# COMMITMENT

- ❖ COMMITMENT STARTS IN YOUR HEART AND IS TESTED BY ACTION AND TIME.
- ❖ COMMITMENT OPENS DOOR TO ACHIEVEMENT, YOURS AND YOUR STUDENTS
- ❖ JAMES MAXWELL: 4 KINDS OF PEOPLE
  - ❖ COP-OUTS: NO GOALS, DO NOT COMMIT
  - ❖ HOLDOUTS: DON'T KNOW, AFRAID TO COMMIT
  - ❖ DROPOUTS: START, BUT QUIT
  - ❖ ALL-OUTS: SET GOALS, COMMIT, PAY THE PRICE TO REACH
  - ❖ YOU ARE?





# COMMITMENT

- ❖ FOURTH “REPLACEMENTS” CLIP
  - ❖ WHY DID THE QUARTERBACK WITH NO CONTRACT SHOW UP AT HALFTIME?
  - ❖ HOW DID THE TEAM RESPOND TO MARTEL, FALCO?
- ❖ WHAT HAPPENS TO OUR RELATIONSHIPS WHEN WE DEMONSTRATE COMMITMENT?
- ❖ WHAT HAPPENS TO TRUST WHEN WE DEMONSTRATE COMMITMENT?
- ❖ COMMITMENT IS A BUILDING BLOCK OF “HEART”



# PASSION

- ❖ *“WHEN A LEADER REACHES OUT IN PASSION, HE IS USUALLY MET WITH AN ANSWERING PASSION.”*

JOHN MAXWELL, THE 21 INDISPENSABLE QUALITIES OF A LEADER.

- ❖ TAKE YOUR TEMPERATURE: WHERE ARE YOU ON THE PASSION THERMOMETER?
- ❖ WHY ARE YOU HERE TODAY?
- ❖ DO YOU WAKE UP EXCITED ABOUT EACH DAY?
- ❖ MUST CARE PASSIONATELY
  - ❖ ABOUT THOSE YOU LEAD: YOUR STUDENTS
  - ❖ ABOUT THE ORGANIZATION: YOUR SCHOOL



# PASSION

- ❖ MUST HAVE A FIRE IN YOU TO START A FIRE IN OTHERS
- ❖ MUST BE A FIRE THAT OTHERS CAN SEE
- ❖ BATMAN SAYS: “IT IS NOT WHO YOU ARE UNDERNEATH, BUT WHAT YOU DO THAT DEFINES YOU.”
- ❖ FIRE OF YOUR PASSION MUST LIGHT THE WAY



# PASSION

- ❖ FOUR TRUTHS ABOUT PASSION (JOHN MAXWELL):
  - ❖ FIRST STEP TO ACHIEVEMENT, YOURS AND YOUR STUDENTS
  - ❖ INCREASES YOUR WILLPOWER, AND THAT OF YOUR STUDENTS
  - ❖ CHANGES YOU, AND YOUR FOLLOWERS
  - ❖ MAKES THE IMPOSSIBLE POSSIBLE
- ❖ PASSION IS THE DIFFERENCE BETWEEN MARTEL AND FALCO
- ❖ PASSION IS THE KEY TO HEART





# CONCLUSION

- ❖ WHERE DID WE START?
  - ❖ FIRST GAME
  - ❖ MISSING HEART: QUARTERBACK, BUT NOT THE LEADER
- ❖ FINAL “REPLACEMENTS” CLIP
- ❖ DIFFERENCE BETWEEN FIRST AND LAST GAME WAS “HEART”
  - ❖ HONESTY
  - ❖ RESPECT
  - ❖ INTEREST
  - ❖ COMMITMENT
  - ❖ PASSION





# CONCLUSION

- ❖ BUILT RELATIONSHIPS WITH TEAM AND ACQUIRED THE TRUST OF HIS TEAM
- ❖ CLIP ENDED BEFORE GAME OVER, BUT:
  - ❖ FALCO, THE LEADER, UNDERSTOOD HIS ROLE
  - ❖ BROUGHT THE TOOLS TO ENABLE HIS TEAM TO WIN
  - ❖ HIS “HEART” EMPOWERED OTHERS TO WANT THE BALL, TO TAKE CONTROL, TO LEAD



# CONCLUSION

- ❖ “HEART” ESSENTIAL TO BUILDING RELATIONSHIPS
- ❖ “HEART” ESSENTIAL TO MAINTAINING RELATIONSHIPS
- ❖ “HEART” ESSENTIAL TO TRUST
- ❖ RECOGNIZE THE IMPORTANCE OF RELATIONSHIPS AND TRUST IN YOUR LIVES
- ❖ LEAD WITH “HEART,” EVERY DAY, IN EVERY WAY





# Questions?

J. H. CORPENING

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# Webinar will be available in 3 days

<http://www.dibbleinstitute.org/webinar-archives/>

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August 14, 2019

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with

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Director of Training, ACT for Youth Center of Excellence



# Mind Matters Training

September 5 and 6  
Santa Ana, CA

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