

# QUOTING EXPECTATIONS

**QUOTES + INSIGHTS + REVELATIONS**

**QUICKSTART EDITION:  
VOL 1 OF 3**

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**FOR ACCELERATING  
INDIVIDUAL & TEAM  
GROWTH AND SUCCESS**

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**JORGE LOEBL**  
[WWW.REVOLVINGCHANGE.COM](http://WWW.REVOLVINGCHANGE.COM)

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**FULL VOLUME EDITION AVAILABLE AT**  
**WWW.REVOLVINGCHANGE.COM**

# MESSAGE FROM THE AUTHOR:



Jorge Loebel

My decades-long journey has centered around one key theme: **designing and implementing Lasting, Measurable Change.**

I've worked at every level, from the shop-floor to the executive suites of multinational corporations, defining the needs, designing the strategies and implementing high-impact transformations.

What I've learned over the years is that it doesn't matter where you are or what industry you're in —

**Getting a handle on EXPECTATIONS serves as the cornerstone that supports all the other critical skills that must be developed.** Once you get that right, you can pave the way for sustainable, lasting change wherever it's needed.

I trust that you will enjoy starting with Vol. 1 of *QUOTING EXPECTATIONS* to consolidate a solid foundation for change.

I'm excited to have you here and to see where we will grow to, together.

*Jorge Loebel, Founding Partner of Revolving Change.*

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## HOW TO MAXIMISE THIS BOOK:

3 Quotes per volume. 1 Quote per page. **3-part digest per Quote.** Here's how you can extract every drop of value from reading through this Book:

### DISCOVER



**Read & Receive;** this is an opportunity to delve deeper into the hidden truths and practical lessons contained within each quote through the lens of our decades of *Transformational Human Engineering™* experience.

### DESIGN



**Digest & Confess;** join me in using these inspirational quotes to tackle real-world challenges and opportunities, fostering your personal and professional growth through honest reflection and assessment.

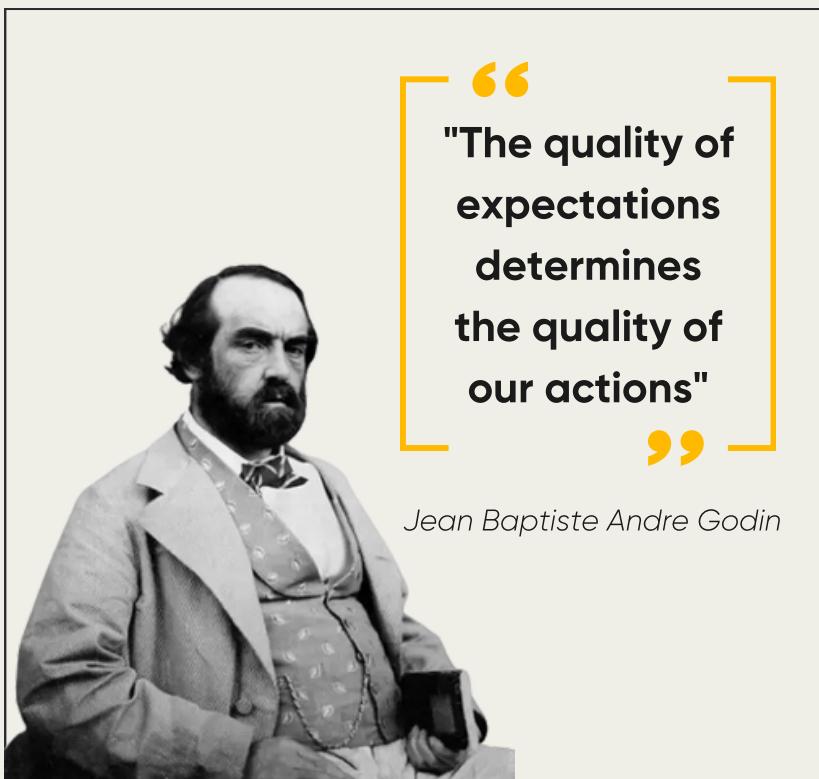
### DELIVER



**Clarify & Actualise;** let's together turn the insights from these thought-provoking quotes into tangible actions, fostering innovation and resilience in your day-to-day activities and strategic decision-making.

## QUOTE #1

### A COSTLY PROBLEM WITH EXPECTATIONS



“  
**The quality of  
expectations  
determines  
the quality of  
our actions”**

”

*Jean Baptiste Andre Godin*

## LET'S DIGEST:

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**"THE QUALITY OF EXPECTATIONS DETERMINES THE QUALITY OF OUR ACTIONS." - ANDRE GODIN.**

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## DISCOVER

Setting subpar or vague expectations not only diminishes the potential outcome but can lead to avoidable errors and inefficiencies. Just as Jean-Baptiste Andre Godin implies, the calibre of our actions mirrors our initial expectations.

If the foundation of an expectation is shaky or misguided, the ensuing actions will likely be problematic, bearing a high cost in time, effort, and results.

## DESIGN

Reflect on a recent occasion where your expectations did not align with the outcome. What was the disparity, and how might a clearer or more informed expectation have paved the way for a better result?

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## DELIVER

Consciously set clear and actionable expectations for a task or project. Observe how the quality of your actions and results changes. Adjust accordingly. Make your core observations or comments below;

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## FEEL LIKE THIS IS ALL A BIT TOO MUCH?

If you do, don't worry. Experiencing healthy overwhelm is a sign you're moving in the right direction. And there is a solution to help you get un-stuck:

It's on the **next page**.

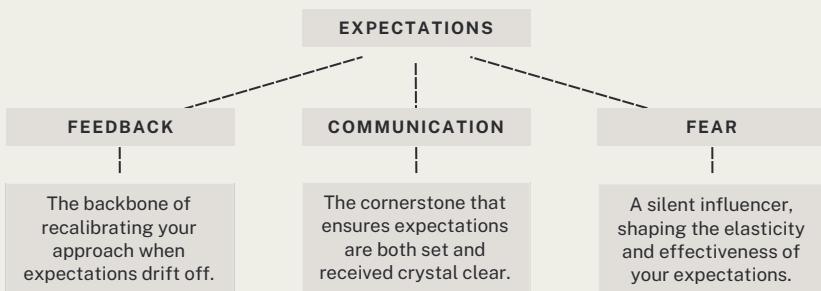
# AN EXCLUSIVE, FREE CHANCE TO DIVE DEEPER:

Mastering expectations? It may seem a tall order. But we've got a **gift that will make it easier for you:**

Expectations are pivotal, powerful and potent. But countless variables and concerns can make expectations very overwhelming to handle properly...

Many of our mentees have found this to be the case, and perhaps you might be too.

Here's an overview of some of the variables that surround & impact your ability to set and handle proper expectations:



## YOUR GIFT: EVENT ACCESS FOR EXPLORING EXPECTATIONS

Join forces live with Jorge Loebl in our high-impact, limited-access remote session focused on the art of expectation management.

This isn't just another webinar; it's a deep-dive designed to elevate your game by honing in on Expectations as one of your critical foundational skills.

### Exclusive, Gifted Invitation Access Awaits You:

As a token of gratitude for joining our CORE Membership and working with this Book, we want you to join this event at **no cost whatsoever**. Only a handful of seats are available, ensuring an interactive, impactful experience.

**Secure Your Event Access & See All Information:**

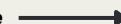


**100% Free. No Payment Details, No Commitments. (Besides Attending!)**

**Click Me**

**OR**

**Scan Me**



## QUOTE #2

### AN UNDENIABLE REALITY BEHIND MEETING EXPECTATIONS

“  
It's all too easy to lower expectations to match current performance.

The real challenge lies in elevating performance to meet set expectations.

Jorge Loebel



## LET'S DIGEST:

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**"IT'S ALL TOO EASY TO LOWER EXPECTATIONS TO MATCH CURRENT PERFORMANCE. THE REAL CHALLENGE LIES IN ELEVATING PERFORMANCE TO MEET SET EXPECTATIONS." - JORGE LOEBL.**

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## DISCOVER

This isn't just something I've said; it's at the core of my professional philosophy.

Tempted to align goals with your current skill level? That's a dead-end. The real juice is in striving to meet or exceed those set expectations. It's not just about individual growth; it amplifies the quality of collective work.

## DESIGN

Reflect on a recent situation where you were tempted to adjust your EXPECTATIONS. Think back. Was there a moment when you wanted to lower the bar? How did you react? Remember, your decision wasn't just about you; it had ramifications for the team if you were in a group setting.

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## DELIVER

For your next task, resist the urge to tamper with the set EXPECTATIONS. Eyeing your next challenge? Keep those initial expectations intact. List immediate action items that will elevate your progress. Consistent monitoring of your efforts will provide insights into your personal progress and, if applicable, the team's success.

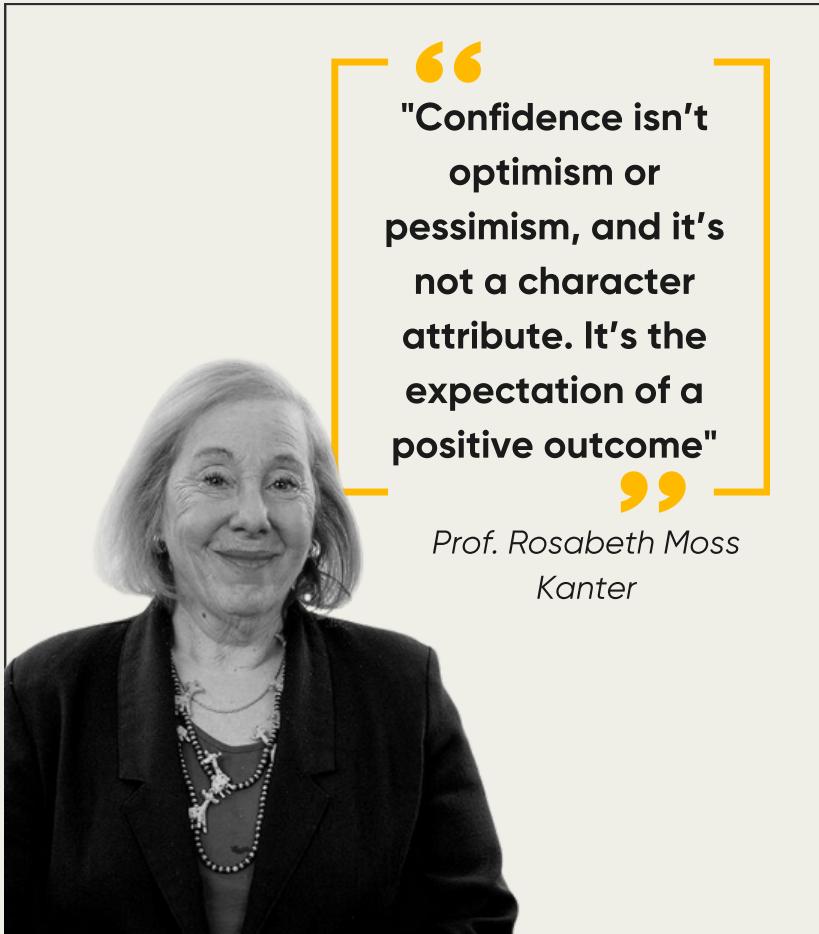
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## QUOTE #3

### THE STRATEGIC POWER BEHIND LEVERAGING EXPECTATIONS



“Confidence isn’t optimism or pessimism, and it’s not a character attribute. It’s the expectation of a positive outcome”

*Prof. Rosabeth Moss  
Kanter*

## LET'S DIGEST:

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**"CONFIDENCE ISN'T OPTIMISM OR PESSIMISM, AND IT'S NOT A CHARACTER ATTRIBUTE. IT'S THE EXPECTATION OF A POSITIVE OUTCOME."**

*- PROF. ROSABETH MOSS KANTER*

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## DISCOVER

Confidence, as highlighted by Prof. Kanter, is intrinsically tied to our expectations. By adjusting and refining our expectations toward positive outcomes, we wield the power to boost our own self-confidence and that of your peers and team.

It's not about blind positivity but rather the strategic alignment of our mindset to anticipate success.

## DESIGN

Reflect on moments where your expectations influenced your confidence level. How can anchoring your expectations on positive results empower you to approach challenges differently?

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## DELIVER

In an upcoming task or situation where you sense hesitation, adjust your expectations. Consciously forge a strong connection between CLARITY and COMMITMENT when setting expectations. By doing so, you'll bolster both personal and team confidence.

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## ARE YOU MEASURING PROGRESS? OR JUST *GUESSING* PROGRESS...

Guessing simply can't cut it for adaptable, long-term success - and if that's something you want, all you have to do is take full advantage of what we have for you.

This Book's 3-part digest structure—**Discover, Design, Deliver**—mirrors our decades-proven methodology for achieving lasting, measurable change.

Imagine having that same structured guidance laser-focused on your specific business goals and challenges—it's what you get when you stick with us.

Revolving Change provides you with content, coaching, mentoring and actionable tools to ensure that in addition to changing, you evolve in a measurable, sustained way, be it in your career, your team, or your entire organization.

## EXPANDING BEYOND EXPECTATIONS;

Expectations is one of many key topics; and they're all interconnected. Mastering *Expectations Management* is key—it sets the stage for everything else you want to achieve in your business and personal development.

Develop with Revolving Change, and you'll get the whole playbook, tailored to make sure you're growing to win on all fronts, not just one.

### 1. EXPLORE MORE TOPICS

Fully unlock the scope of interconnected skills crucial for your success — **visit our Topics page now to explore what else Revolving Change has in store for you.**



Scan or Click



Scan or Click

### 2. DISCOVER OUR EVENTS

Don't miss out on our high-impact events designed to generate lasting, measurable change — **head to our Events page to catch the full schedule and upcoming topics in-discussion.**



Scan or Click

### 3. MEET YOUR MENTORS

Want to meet the mentors behind Revolving Change? Check out our "Meet our Mentors" page. **Here you can apply to talk with me on 1-on-1 for free — don't miss this!**

# QUOTING EXPECTATIONS

UNLOCKING THE GATEWAY TO MASTERING EXPECTATIONS

QUICKSTART EDITION: VOL 1 OF 3

Whether you're a seasoned leader or an aspiring one, **setting and managing expectations is key to success.**

Misaligned expectations lead to disappointment, miscommunication, and conflict. This Book serves as your primer, letting you peek 'beneath the veil' to better understand how **expectations can be your most potent tool for change.**

This Book is much more than a collection of quotes; it's a toolkit designed to open up the path to new perspectives that lead to both personal and professional growth.

What's Next from here? **A Special Gift for You;**

As a Revolving Change CORE Member, we have something special for you: an exclusive, FREE invite to delve deeper into mastering expectations through ExploringExpectations Event.

This event initiates your path for lasting, measurable change—and is a powerful companion to the insights you'll gather with this Book.

**Head to Page 6 in this Book to join the next Exploring Expectations Event, absolutely free.**

AUTHORED BY JORGE LOEBL  
CREATED BY REVOLVING CHANGE.

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