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mindsets which  
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It turns out that our own actions, and others responses to those actions, end up being dramatically different depending on which mindset we



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to make that  
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Facing Outward.  
Fundamentally,  
the “outward  
mindset” is  
being aware of  
others and their  
needs. It’s  
about being  
focused on how  
you add value to  
their lives,  
instead of  
gathering up the

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resources  
available for  
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It's not an  
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mindset – it's  
more than that.

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17. “If we don’t  
measure the  
impact of our  
efforts on the  
objectives of  
those we are  
serving, we will  
remain blind to  
important ways  
we need to



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adjust and will  
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