

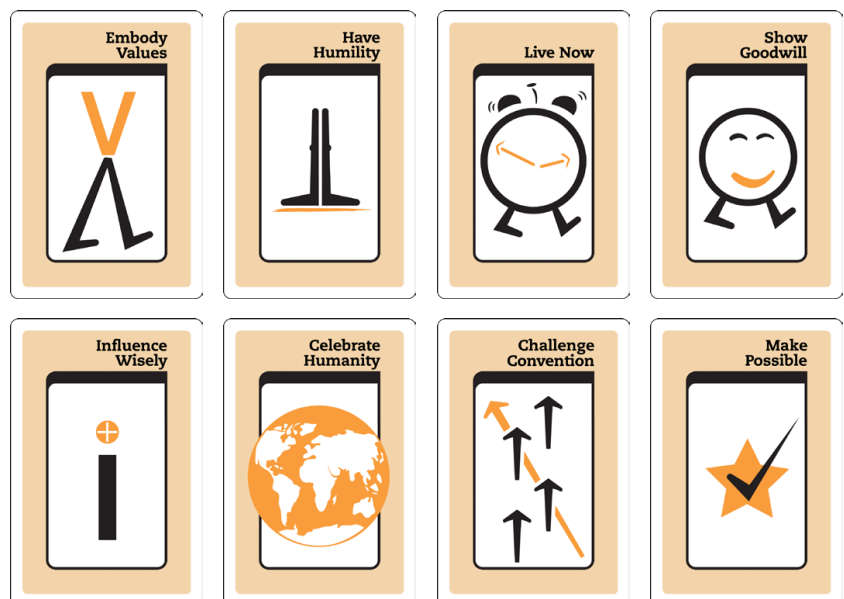
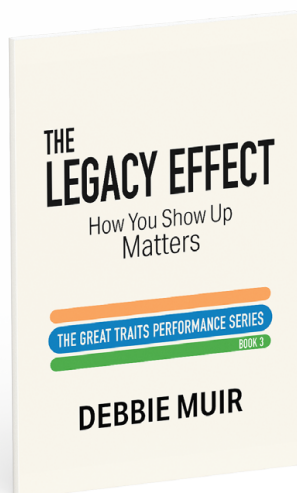
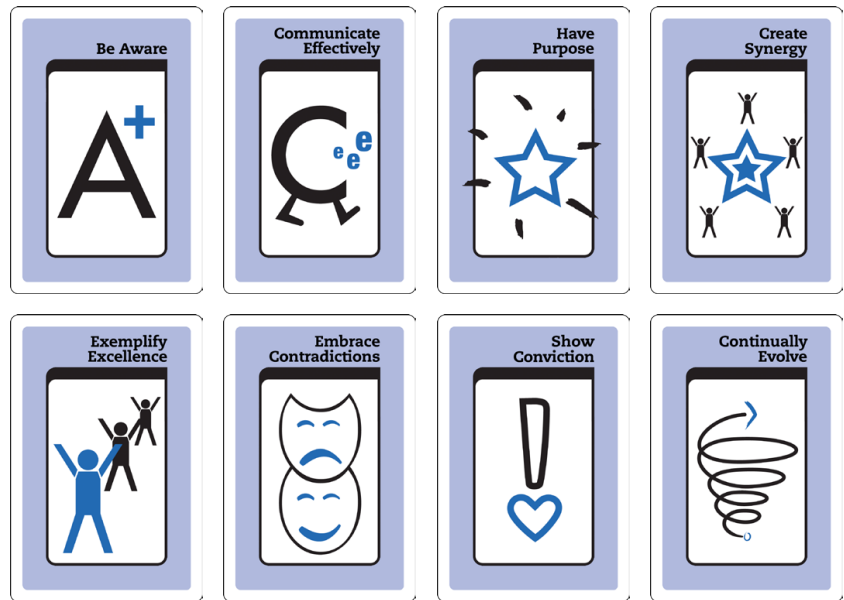
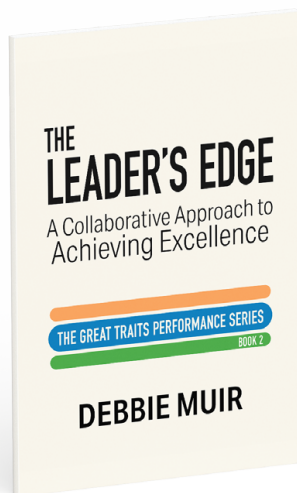
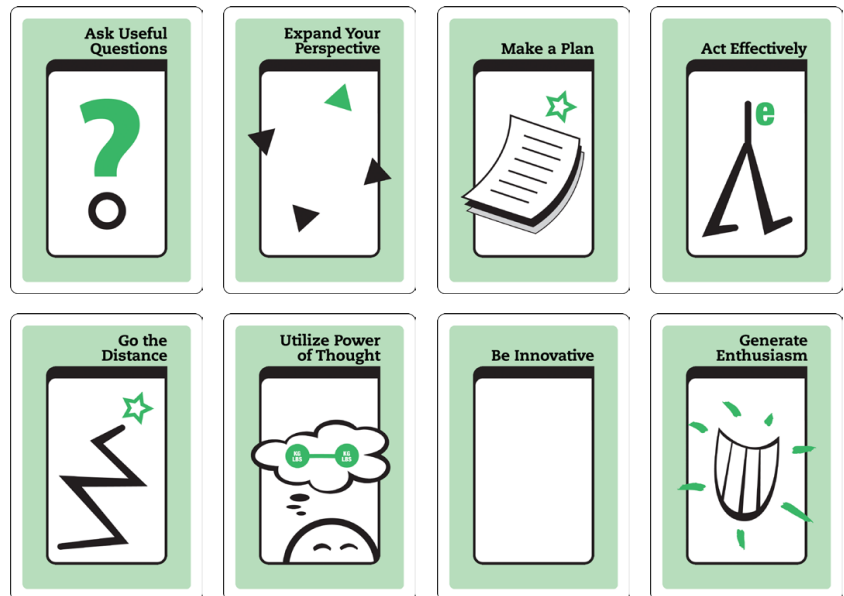
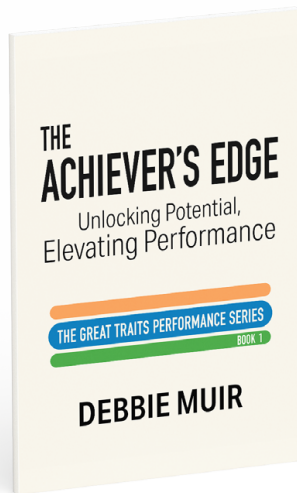
THE LEGACY EFFECT

How You Show Up
Matters

THE GREAT TRAITS PERFORMANCE SERIES

BOOK 3

DEBBIE MUIR



Introduction to The Legacy Effect:

How You Show Up Matters

Most people never stop to ask what effect they are actually having on the world around them. They focus on their own performance. They work on their leadership. But the bigger question — What kind of impact am I creating? What will I leave behind? — often goes unexamined.

This book is an invitation to ask that question. And to answer it not at the end of a career, but right now in the way you show up each day.

The Legacy Effect is the third book in the Great Traits Performance Series. If you have worked through *The Achiever's Edge* and *The Leader's Edge*, you already have the foundation. You've developed the discipline to lead yourself. You've built the skills to lead others. This book is where that work finds its highest expression.

Each of the eight Legacy Traits builds on what you practiced in the first two books and encourages you to integrate those skills in the way you think, interact, and show up each day. The self-awareness you built as an achiever. The ability to connect and align that you developed as a leader. Here, those qualities don't disappear. They deepen. They become the foundation for something larger: the effect you have on the people, teams, and environments around you. They become the foundation for something larger: the way you shape the experience and environments around you.

That is what we call the legacy effect.

Legacy is often misunderstood. People tend to think of it as something that arrives at the end — a final verdict on a career or a life. But legacy is not something that suddenly appears one day. It is created gradually, through the choices you make and the way you conduct yourself over time. It is not simply something you leave behind. It is something you are building right now.

Whether you realize it or not, the way you think, act, and interact with others creates an effect that extends beyond the moment. Your decisions influence people. Your actions shape relationships. Over time, those actions contribute to the mark you leave on every environment you are part of.

This book explores eight traits that shape how we create that effect. They are organized into three parts. The first focuses on character — who you are and the values that guide your actions. The second focuses on relationships — how you connect with others and the impact you have on the people around you. The third focuses on possibility — how you help move ideas forward and create opportunities that extend into the future.

Together, these traits reinforce a single, powerful truth: how you show up matters more than you may realize. Not just for you, but for everyone you meet along the way.

The legacy you create does not begin someday in the future. It begins with the choices you make today.

SHOW GOODWILL

KEY CONCEPT

The way you respond, react, or simply are in situations can have an enormous impact on those around you.



ESSENTIAL SKILLS

- ⚙ Give people the benefit of the doubt..
- ⚙ Be kind.
- ⚙ Notice the ripple effect of your actions.

In the pace and pressure of everyday life, it's easy to slip into frustration, judgment, or quick reactions, especially when things don't go as expected. But how you choose to respond in those moments matters. The way you show up, in both your thinking and your actions, has a direct impact on the people around you.

Showing goodwill is a conscious choice. It's about being intentional in how you approach situations and how you engage with others. When you become more aware of that choice, you begin to see how even small shifts in how you show up can influence the tone, energy, and direction of your interactions.

Give People the Benefit of the Doubt

Giving people the benefit of the doubt means choosing your initial interpretation carefully. Instead of jumping to conclusions or assuming negative intent, you pause and consider that there may be more to the situation than what you see. Assumptions are automatic, but understanding is a choice. It's recognizing that you rarely have the full picture, and that your first reaction is often not the most accurate one.

This doesn't mean ignoring issues or lowering your standards. It means approaching situations with a more open and balanced perspective. When you choose to interpret actions in a more constructive way, it changes how you respond. You stay more composed, more thoughtful, and more effective in how you handle the situation, rather than reacting based on assumptions that may not be true.

*"When you judge another, you do not define them,
you define yourself."*

Wayne Dyer

STORY

I Had It All Wrong

We had just returned from the World Championships, where my athlete had won. She was now the world champion, and we were heading into an Olympic year. The focus was clear. This needed to be the best year of training we had ever had.

After a short break, we got back into the pool. Almost immediately, things didn't look right. Her test scores were down. Her fitness had dropped. She looked weaker than she had in years. In the water, it felt like she was just going through the motions. Sloppy. Unfocused. Not fully engaged.

I started to build a story in my head. She had won, and now she was getting complacent. She thought she was good enough and didn't need to push the same way anymore. The edge that got her there was gone.

And from that place, I reacted.

In the middle of a workout, I stopped her and yelled at her to get over to the side of the pool. I looked her in the eye and said, "What is going on?"

She burst into tears.

In that moment, everything shifted.

What I thought I was seeing wasn't what was actually happening. In my mind, I had already decided what the problem was, and I was wrong. She wasn't complacent. She was overwhelmed. She was scared. She didn't know if she could repeat as world champion. Her confidence had taken a hit, and she was worried about whether she could get back to where she had been.

I had made a quick judgment based on what I saw on the surface, without taking the time to understand what was underneath.

And that changed how I needed to respond.

Continuing to push harder or raise my voice wasn't going to solve the problem. What she needed in that moment was support, clarity, and a way forward. Once we shifted the conversation, we were able to work through it together and get her back on track.

It was a powerful reminder that your first interpretation is often not the most accurate one. When you choose to pause, ask, and understand before reacting, you create a very different outcome — for yourself and for the people around you.

Be Kind

In the fast pace of everyday life, the simple act of kindness can easily get pushed aside. When things feel busy, stressful, or demanding, it's easy to become short, impatient, or overly focused on your own priorities. In many environments, that way of operating has almost become normalized. But how you show up in those moments still matters.

In the Achiever trait, *Go the Distance*, you were asked to dig deep to push through challenges and reach your own goals. Here, you're asked to dig deeper. Being kind is not about being soft or lowering expectations. Kindness is often shown most clearly in the moments when it would be easier to be impatient, dismissive, or reactive. It's taking a moment to be respectful, to be patient, and to acknowledge the effort of others. Those choices may seem small, but they can have a powerful impact on the people around you and the environment you help create.



"Kindness is invincible."

Marcus Aurelius