

Prime Mover: The Doer Handbook: Concepts, Tools & Perspectives



What is a Prime Mover? A Prime Mover is the person who gets things done. They have an idea, they figure out what they want to do, and then they take the necessary action to reach that objective. If they need to enlist the support of other people, they will do it, although they will learn, more or less according to their individual capability, to lead/organize others, depending on where their skills lay. The basic precepts of the philosophy of the Prime Mover are as follows:

1. The system cannot solve all problems. The theory of the Prime Mover directly opposes the idea that a system alone can lead to the success of an organization. One human being within a system matters and can make a major difference. Systems are important. But it takes an individual breathing life into a system to activate it. And an activated system is the most powerful of all systems.
2. Prime Movers can get exponentially more done. One person can change an organization. We call these people Prime Movers and one of them can be worth two, four, ten or even a hundred other individuals when it comes to getting things accomplished. This person can conceptualize the problem (or opportunity) before others even know there is a challenge to be faced. They make things happen, while others are fighting the race to be top cog and yet others are content with just flying under the radar.
3. Organizations working with Prime Movers outperform organizations who rely on systems alone. If you're in charge, one of your top concerns is finding the right person for each role within your organization. This work approaches the idea of the successful organization with the understanding it cannot be built without key individuals to facilitate growth and success. The best of these are Prime Movers.
4. Attitude plus unrelenting tenacity equals positive results. This is a big part of this work: the understanding

that the proper attitude coupled with unrelenting tenacity, can yield positive, yet unlikely, results. Most people lack both the attitude and the tenacity; they have come to rely on others whether those people are labeled as people with more experience, people considered experts in their field, or people who adhere to the opinion of the dominant culture in any situation without true understanding of how successful they can be.

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