

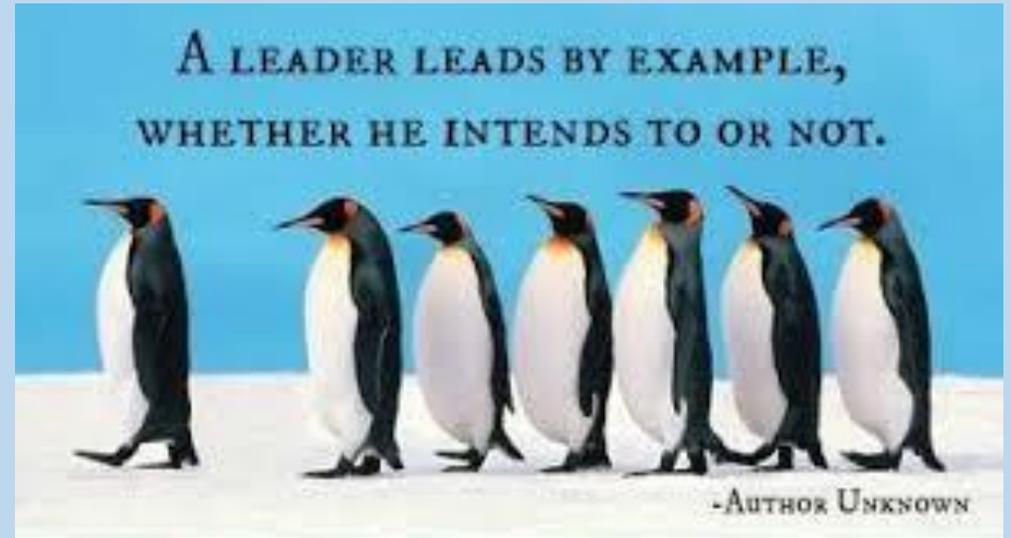
DISCOVERING THE LEADER IN YOU



NOVEMBER 19, 2019

Discovering the Leader in You: Identifying the Qualities of an Effective Leader

- As a leader, are you:
 - Morally setting a good example?
 - Ethically setting a good example?
 - Leading by example?
 - A person the team can trust?
 - Placing others interest ahead of your own?



Discovering the Leader in You – The Attitude Connection

- Attitude more important than aptitude...the fine line that separates winners from losers
- Your attitude toward others will determine their attitude toward you
 - It has been said that 85 percent of those who get ahead in life do so because of a positive attitude...conversely more than 70 percent who fail do so because of a bad attitude
 - Developing a positive attitude will improve one's ability to:
 - communicate more effectively
 - motivate the team more effectively
 - most importantly, lead.
 - Positive thinking won't let you do anything, but will let you do everything better than negative thinking will!
 - Remember, a positive you is a powerful you!!

Discovering the Leader in You – It's All About The Team

- Need a team to obtain a dream!
- James Collins in his book “Good To Great” said:
 - the “who” questions must come before the “what” questions
 - Get the bad off the bus, and the good on the bus, then figure out where to drive it
 - Make Sure the values of your Team Members Align With Your Vision & Values
 - Put your best people on your biggest opportunities, not your biggest problems
 - If you have to tightly manage someone, you made a hiring mistake
- Reality is that business is 15 percent technical, 85 percent people...People are what make business with technology a distant second!!



Discovering the Leader in You – The Motivation Factor

- First thing to know about motivation is that it is not permanent, and secondly that people are motivated in different ways
- Motivators:
 - Be an encourager, remember that discouragement destroys hope
 - Be appreciative, remember the sure way to lose something is not to appreciate it
 - Learn to look for the good in others
 - Treat people with respect, and they will respond in kind
 - Praise team members for a job well done
 - Share the glory
 - Let team members know how valuable they are



Discovering the Leader in You –Mentoring

- Keys to becoming an effective mentor:
 - Enroll people into your thinking, your vision, your dream
 - Make goals team goals
 - Be open and receptive to suggestions and recommendations
 - Be a good listener, recognizing that communication is a 2-way street



Discovering the Leader in You – Improving Your Serve

- Aspiring to become a servant leader is perhaps the most important key to effective leadership...people do not care how much you know until they know how much you care.
- Andrew Carnegie said:
 - “Giving is the highest manifestation Of one’s true nature”
 - “No man becomes rich Unless he enriches others”
- Zig Ziglar said:
 - “Your rewards in life will match your service”
 - “The way you achieve your goals in life is by helping others achieve their goals”
 - “Real winners in life get what they want by helping others get what they need”
 - “Win-Win” means if I help you win, I win too”
- Arthur Ashe said:
 - “From what you get you can make a living, but what you give is what makes a life”

Discovering the Leader in You – Final Thoughts

- Never greet the morning without a map!
- Passion is the fuel that lights the fire!
- Create relationships with hinges that never rust!
- Employment security means never finish your education!



Quotes

- President Harry S. Truman said, “Leadership involves getting others to willingly move into a new direction in which they are not naturally inclined to move on their own”
- Warren Bennett said, “Managers do things right while leaders do the right thing”
- Walt Lipman said, “The final test of a leader is that he leaves behind him in other men the conviction and will to carry on”
- Warren Bennett said, “Leadership is the capacity to translate vision into reality”