

Leadership Lessons




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WHY IS LEADERSHIP SO IMPORTANT?

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"Everything rises and falls on leadership"

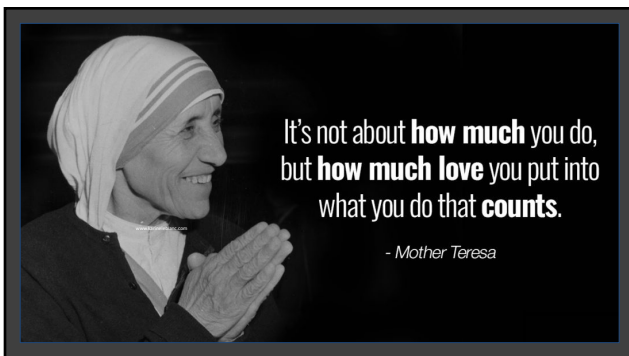
- John Maxwell



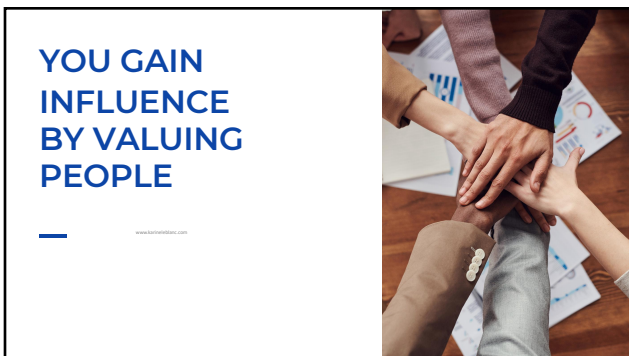
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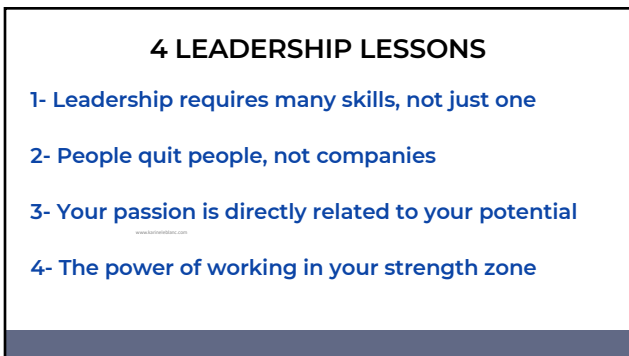
PEOPLE DON'T
CARE HOW MUCH
YOU KNOW UNTIL
THEY KNOW
HOW MUCH YOU
CARE

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How much
of your
potential are
using right
now?

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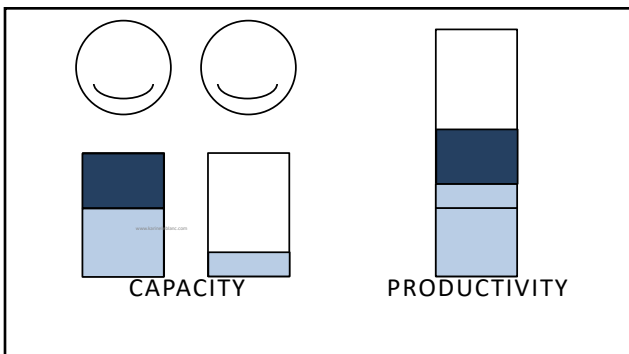
4 LEADERSHIP LESSONS

- 1- Leadership requires many skills, not just one
- 2- People quit people, not companies
- 3- Your passion is directly related to your potential
- 4- The power of working in your strength zone

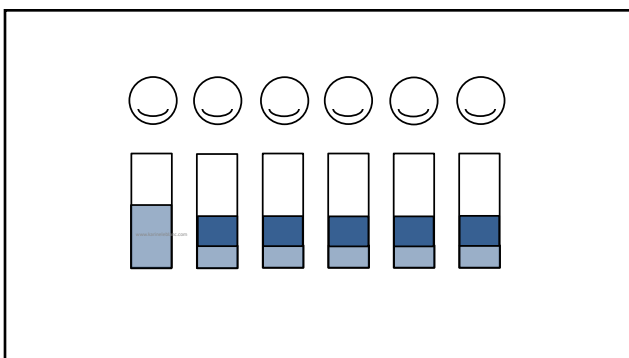
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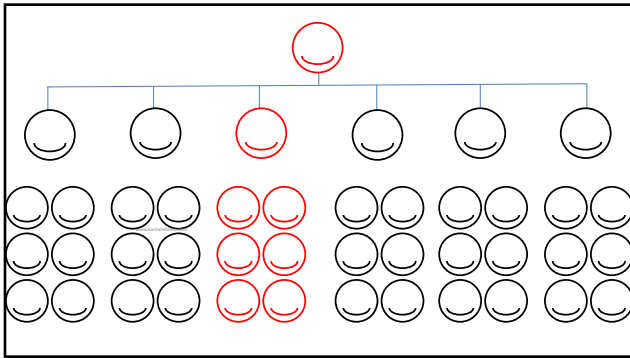
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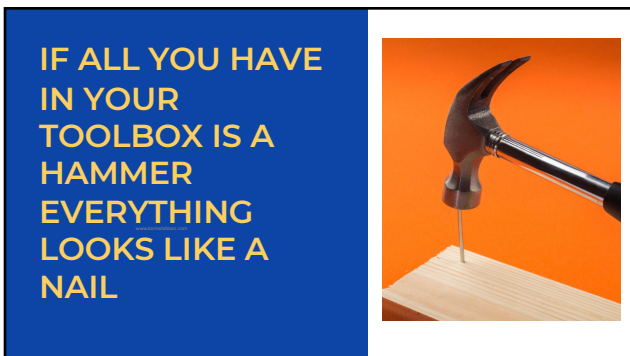
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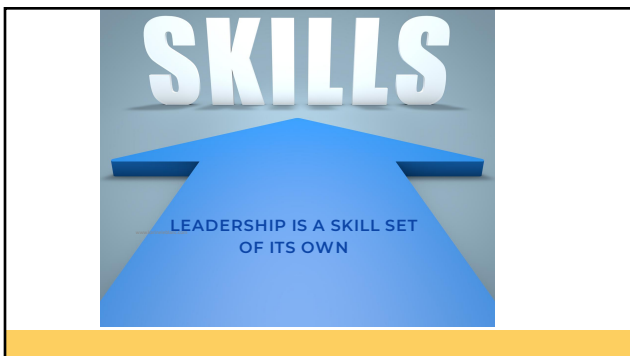
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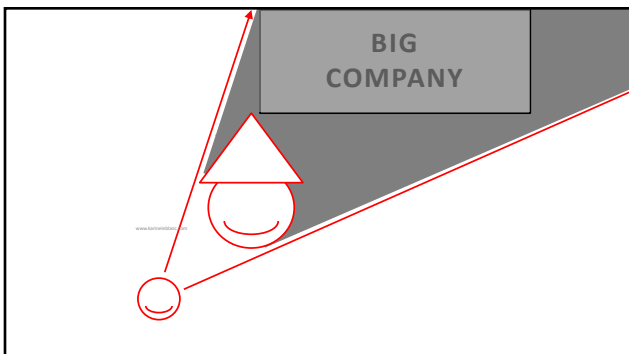


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LESSON 2:
People
quit people
not
companies

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PEOPLE QUIT PEOPLE WHO DEVALUE THEM

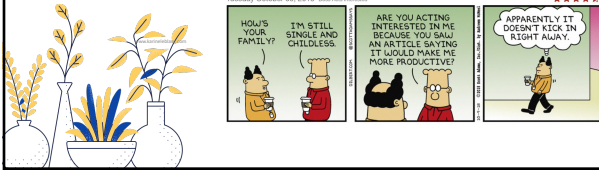
PEOPLE QUIT PEOPLE WHO ARE UNTRUSTWORTHY

PEOPLE QUIT PEOPLE WHO ARE INCOMPETENT

PEOPLE QUIT PEOPLE WHO ARE INSECURE

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WHEN WAS THE LAST TIME SOMEONE TOLD YOU THAT YOU WERE SPECIAL?



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LESSON 3: Your passion is directly related to your potential



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NEVER WORK A DAY IN YOUR LIFE

"Finding your passion is the key to finding your potential"
- John Maxwell

"I never did a day's work in my life. It was all fun!"
- Thomas Edison

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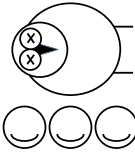
PASSION & PURPOSE

Following your passion is the key to finding your potential

Your purpose in life is always connected to your giftedness



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**“DON'T PUT LIVE EGGS
UNDER DEAD CHICKENS**
—HOWARD HENDRICKS

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**“THE WORLD BELONGS TO
PASSIONATE, DRIVEN LEADERS ..
PEOPLE WHO NOT ONLY HAVE
ENORMOUS AMOUNTS OF ENERGY
BUT WHO CAN ENERGIZE THOSE
THEY LEAD**
—JACK WELCH

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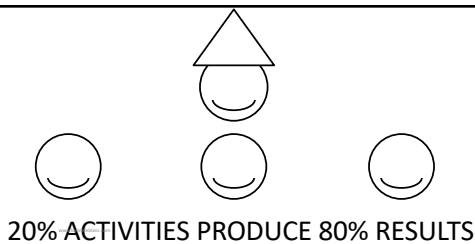
THE KEY TO RELEASING YOUR **POTENTIAL**
IS FOLLOWING YOUR **PASSION**

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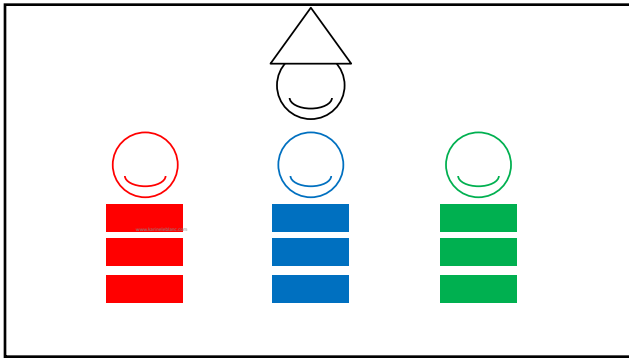
LESSON 4: The power of working in your strength zone

Organizations exist to make people's strengths
effective and their weaknesses irrelevant
- Frances Hesselbein

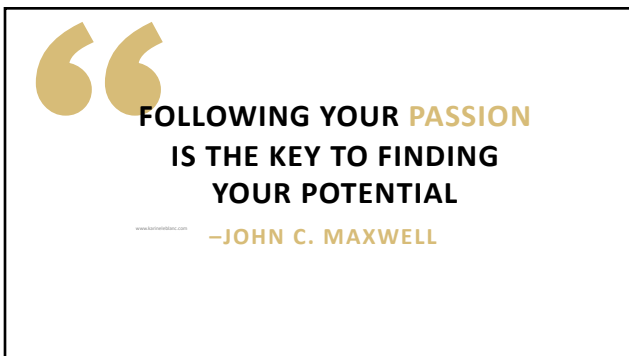
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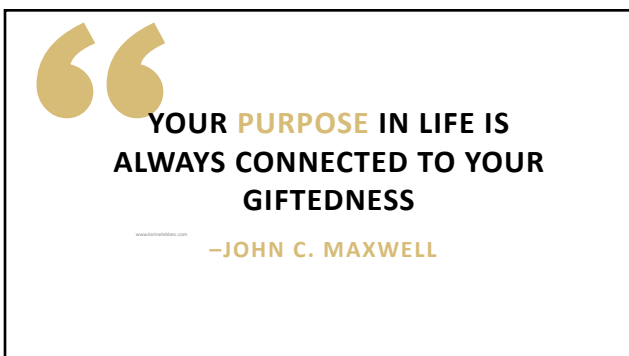
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4 ATTITUDES THAT CORRELATE WITH HIGH PROFIT

- Feels they are given the opportunity to do what they do best every day
- Believe their opinions count
- Believe their fellow workers are committed to quality
- Direct connection between their work and the company's mission

- Linda Grant Fortune Magazine, Gallup Poll based on 59K workers

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COMPLEXITY

LOW MEDIUM HIGH

MOTIVATED vs AVERAGE **52%** **85%** **127%**

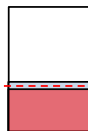
MOST MOTIVATED vs LEAST **300%** **1200%** **xxx%**

Michael Cox & Michael E. Rock, Seven Pillars of Leadership (Toronto: Dryden, 1987), pp. 10-13

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POTENTIAL & CONTRACTUAL



PRODUCTIVITY

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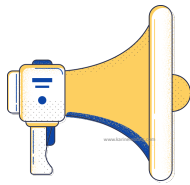
Study of 25,000 employees

39% of corporate performance is attributed to the personal satisfaction of the employees

69% of personal satisfaction was attributable to the quality of the employee's **relationship** with their **manager** and their managers empowerment skills

- Study of business performance, employee satisfaction & leadership, Wilson Learning Corporation

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**The greatest
untapped resource
in most
organizations is the
discretionary
goodwill of its
people**

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YOU CAN BUY A MAN'S TIME; YOU CAN BUY HIS PHYSICAL
PRESENCE AT A GIVEN PLACE; YOU CAN EVEN BUY A
MEASURED NUMBER OF HIS SKILLED MUSCULAR
MOTIONS PER HOUR.

BUT YOU CANNOT BUY ENTHUSIASM; YOU CANNOT BUY
LOYALTY AND YOU CANNOT BUY THE DEVOTION OF
HEARTS, MINDS OR SOULS.

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YOU MUST EARN THESE.

-Clarence Francis

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I want to know...

How much of your potential are you using right now?

POTENTIAL

LOADING...

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