



MORE PERCEPTIVE THAN YOU THINK

Your people notice your behaviors more than you think. Bring your best each day.

MAKE YOUR PEOPLE FEEL TALLER

A great metric for a leader. Do people feel smaller or taller after talking with you?

GAP BETWEEN THOUGHT AND SAID

Misunderstandings come from the gap between what people think and say.

TALK TO THEM ABOUT THEM

The best leaders focus their conversations on others and not on themselves.

MORE FEELINGS THAN FACTS

People can review the same situation. One sees opportunities and one sees risks.

SMALL TALK CAN CREATE A BIG LINK

It is often the small talk in the breaks where people make the big link with others.

TALK LESS...MORE INFLUENCE

Most people fail to influence others by saying too much versus too little.

SERVE YOUR PEOPLE

View your job as serving your people versus your people serving you.

WHO DO YOU SPEND TIME WITH?

There is an old saying that you become what you are around.

COMMUNICATE IN THEIR STYLE

Get more action by communicating in the style they like to hear things.

MAKE OTHERS FEEL SPECIAL

What would you do to support people who make you feel special?

UNEXPECTED CONNECTIONS

People can open doors to opportunities we never even considered before.

HELP TO MAKE THE CONNECTIONS

Great networkers focus on connecting others vs connecting others to themselves.

ARE YOU CONTAGIOUS?

Everyone is...and others are either picking up our good habits or our bad habits.

COMMUNICATE TO UNDERSTAND

Those with great people skills focus beyond communicating to understanding.



PROUD OF WHAT THEY ACHIEVE

People never perform to their potential until proud of what they are achieving.

EXTENSION OF YOU

row your key people. They are the extension of you...when you are not there.

SPEAK TO, NOT AT

Focus on who you are talking to first and that drives what and how you say it.

TAKE THEM ON THE JOURNEY

Walk (AND run) alongside their people to bring them along on the journey.

FOLLOW YOUR OWN LEAD

Follow our own commands and others see in us a person they can follow.

WHEN THE SMALL IS BIG

Small encounters with key people can make a big impact on career prospects.

ONE DAY AND ONE PERSON AT A TIME

We create and keep our integrity with others one person and one day at a time.

WITH AND THROUGH OTHERS

You always add more value when you work with and through others.

MEASURED BY THE EXAMPLE YOU SET

As a leader, your people measure you up by the example you set for them.

DESIGN YOUR EXPERIENCES

A great life is great experiences...which is really the people and places we choose.

MORE SUCCESS & LIFE

Inspire your people in their job. Get success and a life as they take ownership.

POWER IN MUTUAL RESPECT

High performing teams have people with mutual respect for each other's abilities.

CAN'T ASSUME IT'S ABOUT YOU

People aren't acting that way because of you, but because of themselves.

PRESENT WITH PASSION

If you aren't passionate about what you are saying...why should others listen!

HUMILITY IMPROVES LISTENING

Remind yourself that you don't know it all to listen more for what you can learn.



BUILD RELATIONSHIPS

Our relationships help us grow and we get energized by who we interact with.

GROW OR MILKING RELATIONSHIPS?

Keep growing your key relationships and you don't take anyone for granted.

DIRECTION AND BOUNDARIES

Constantly communicate the direction and provide clear boundaries as well.

YOU EARN RESPECT EVERY DAY

Live life consistent with your values and respect from others comes naturally.

CHANGE NEEDS DIRECTION

Communicate the WHY behind the direction and your people embrace it faster.

NOT PUTTING PEOPLE IN A CORNER

People who feel they have no choice, no options; will feel trapped...and react.

LIVE FIRST WHAT YOU ASK OF OTHERS

You lose credibility fast when you ask for what you are unwilling to do yourself.

TAKE YOUR PLACE AT THE TABLE

Remember, to influence others you have to participate.

TRUST OTHERS WITH YOUR TIME

You show how you value others by how much of your time you give them.

WHAT THEY DON'T SAY

It is often more interesting what others don't say than what they do say.

START WITH A CLEAN SHEET

Sometimes it's important to forget the past and see the future with a clean sheet.

UNDERSTAND WHERE THE PAIN IS

People pay attention when you can help them with their biggest pain.

WHERE YOUR TIME GOES

Your focus is seen by others by where they see you investing your time.

WHAT THEY NEED MOST FROM YOU

Everyone wants their leader to help make them better...to grow faster.

ENGAGE TO GET SUPPORT

You need to engage people emotionally in order to get their support.



CHALLENGE PEOPLE TO GET SPECIFIC

When your people get specific, they focus better and take more action.

CLEAR WITH WORDS AND ACTIONS

You drive better clarity for others when your words and actions are consistent.

CAN LEARN FROM EVERYONE

Have an attitude you can learn from everyone, and you learn more every day.

POWER IN YOUR RESTRAINT

Being quick to react is not always. There is sometimes power in your restraint.

AT THE CENTER OF THE STORY

Put your people at the center of the story and give them all the recognition.

BRING ENERGY TO OTHERS

Leaders are the energy providers...but you cannot give it if you don't have it.

BUILT ON A STRONG FOUNDATION

Every successful team has a strong bond of trust between each other.