



EACH GROUP AS ITS OWN NORM

Before changing any group, a new leader has to first understand its NORM.

MAKE ANOTHER PERSON'S DAY

Successful leaders have the ability to inspire and make another person's day.

PROMOTE THE TEAM, NOT YOURSELF

The best leaders are investing time to promote the team, not themselves.

HAVE OUR IDEAS LISTENED TO

The best leaders know that support comes from listening to their people first.

SHARE POWER TO GET MORE POWER

Great leaders understand that when they share power, they get more power.

DELIVER AND GROW

The focus of successful leaders is to deliver the results and grow more leaders.

GROW THE ENERGY IN OTHERS

Successful leaders are energy generators...especially in tough times.

BOTTOM GETS HURT FIRST

Leadership (good and bad) is felt the most at the bottom of every organization.

EVERY LEADER MAKES A DIFFERENCE

You are always making a difference; either taking your team forward or backward.

FULL OF OTHERS, NOT YOURSELF

Successful leaders celebrate the successes of their people, and not of themselves.

THEIR NEEDS AHEAD OF OUR OWN

Successful leaders often put the needs of their people ahead of their own.

AMPLIFY THE STRENGTHS OF OTHERS

Successful leaders focus responsibilities on the strengths of their people.

TRUST IN YOUR PEOPLE

You cannot achieve great success in your leadership unless you trust your people.

FROM A DIFFERENT POINT OF VIEW

Leaders have the ability to see situations from the other's point of view.

RIGHT QUESTION AT THE RIGHT TIME

Leadership success is often about asking the right question at the right time.



HELP PEOPLE THINK IT THROUGH

The best leaders help people think through problems to find their own solutions.

ASK IS BETTER THAN TO GUESS

Successful leaders aren't afraid to ask questions, and even the very basic ones.

DEFINE AND COMMUNICATE REALITY

Successful leaders ensure others understand what they are trying to change.

OBSERVE AND ABSORB

Successful leaders are great observers, pick up key insights to lead in better ways.

IDEAS INTO ACHIEVEMENT

Successful leaders drive ideas into action and more important into achievement.

SERVE YOUR TEAM

Successful leaders focus on serving their team. The unsuccessful, the opposite.

FEELINGS CRAVE ACKNOWLEDGMENT

Successful leaders know the power in recognizing their people's achievements.

KEEP FRUSTRATIONS TO OURSELVES

Leaders who let their frustrations out, also lose influence at the same time.

WHEN YOU STOP LISTENING

Successful leaders know that big problems occur when they stop listening.

HUMBLE ENOUGH TO LISTEN

Leaders get in trouble...not from a lack of mgt ability, but a lack of listening.

STANDARD HIGHER THAN THE WIN

Successful leaders set performance goals for all achieving to their potential.

IDEAS ENGAGING YOUR PEOPLE

Successful leaders can sell their ideas where the unsuccessful can't.

CAPACITY TO INFLUENCE

A leader's power is linked to their level of influence without using their position.

PAY ATTENTION TO THE RIGHT DETAILS

Successful leaders focus on the right details that could impact the time-line.

COMMUNICATION GOT THROUGH?

Successful leaders are always interacting with all levels of the organization.



WHAT YOU HEAR OVER AND OVER

As a leader, what you hear your people constantly repeat requires your attention.

BELIEF IN YOU AND YOUR BUSINESS

Successful leaders have both a strong belief in themselves and their business.

NOT ANSWERS, BUT QUESTIONS

Successful leaders drive more progress with their questions than their answers.

FEEL THE RESPONSIBILITY

Successful leaders guide not tell (people feel responsible their own solutions).

LIFT THEM UP WITH YOUR ATTITUDE

Successful leaders have an attitude that's always lifting others to see possibilities.

BY MAKING OTHERS THE BEST

Leaders become the best by making their people around them the best.

SLOW DOWN WITH THE SERIOUS

Notice that leaders slow down when saying something serious. Keeps attention.

MAKE SENSE OF UNCERTAINTY

One of the most important skills for leaders is to make sense of uncertainty.

YOU CAN'T NUMBER CRUNCH CULTURE

Great leaders understand people and takes an emotional view on the culture.

CAN'T COMMAND TO UNDERSTAND

Leaders develop the understanding in their people through sharing and listening.

IF YOUR HEART IS NOT IN IT

Successful leaders make both the intellectual and emotional (heart) links.

DELIVER BAD NEWS IN A DIRECT WAY

Great leaders tell the truth in a very direct and compassionate way.

CONTROL THE MESSAGE

A leader's behavior drives the most powerful messages to their people.

RIGHT PEOPLE IN THE RIGHT ROLES

Successful leaders focus on filling the best people they can in all pivotal roles.

LEADERSHIP IS EARNED EVERY DAY

Our daily habits and behaviors are the foundation for our leadership success.



GET THE STORY RIGHT

When leaders get the story right, everyone in the team relates to it personally.

WHEN NOBODY IS LOOKING

The very best leaders act the same, whether their people are looking or not.

DEVELOP POTENTIAL IN OTHERS

Great leaders are good at understanding and developing potential in their people.

HARDEST PERSON TO LEAD

The foundation of a leader's success is built by leading themselves first.

STRONG RELATIONSHIPS AT ALL LEVELS

The leaders who make things happen develop strong relationships at all levels.

DON'T LET PERSONALITIES IN THE WAY

Successful leaders know how to get different people working together well.

ESTABLISH CREDIBILITY EARLY

Leaders lose credibility very fast when they begin breaking their commitments.