

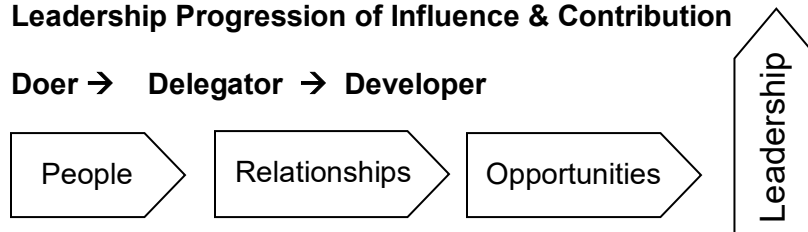
Defining Leadership

Instructions: You have 90 seconds to write as many words as you can that you associate with the word "Leadership."

Group Results: Have each member in your group share his/her associated words. Make a list of all of the words that every member of the group has in common.

Leadership Progression of Influence & Contribution

Doer → Delegator → Developer



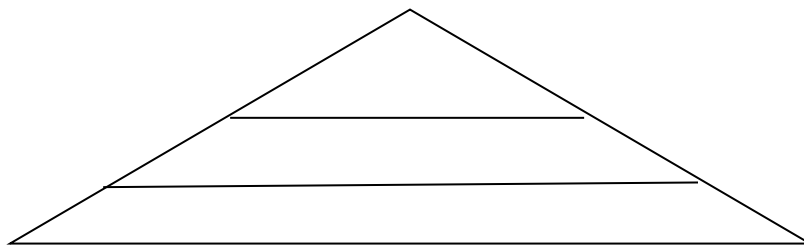
Why should I follow you?

List reasons why others should follow you and for each, explain why you believe that to be true.

Reasons others should follow you:

Why this is true (behaviors):

Where does leadership start?



Definition of Leadership

- To act as a commander, director, or conductor;
- To be at the head;
- Foremost position;
- To aim in front of;
- To guide by taking by the hand;
- To **cause** to follow some course of action or line of thought (induce)
- _____ (not in the dictionary)

NOTE: for the full presentation attend the session and we'll provide a text code to send a copy directly to your email!

How can we serve others?

Leadership Myths

The Natural Born Leader Myth: "Leaders are born OR "There are a SELECT few people that are born with leadership skills."

The Position Myth: "Leadership is based on position."

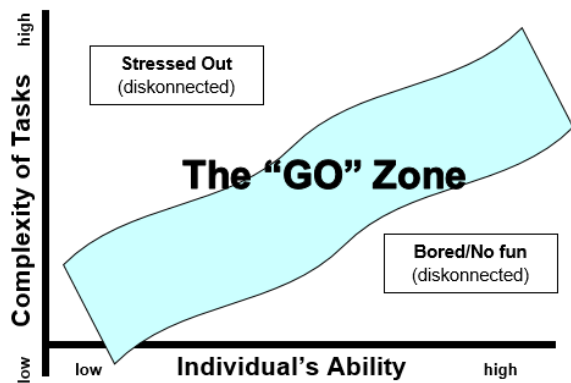
The Management Myth: "Leading and Managing are one in the same."

The Knowledge Myth: "Those who possess knowledge and intelligence are leaders."

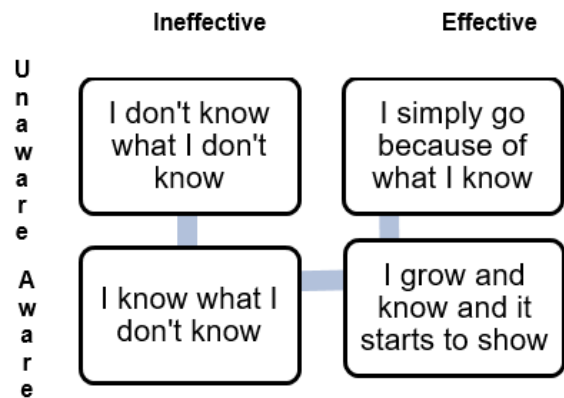
Delegation: Address 'Who's Got the Monkey?'

1. What situations do you find yourself getting the monkeys?
2. What do you usually do or say to get Monkeys?
3. What are examples of Monkey's making the leap to you?
4. How can you get rid of them?
5. What can you do to make sure you don't allow the Monkeys to come back (or breed)?

Developing Others using The "GO" Zone



The Law of Process (#3) "Leadership Develops Daily, Not in a Day"



Leadership Resource Materials

Book References:

- The Servant – James Hunter
- The Platinum Rule – Tony Alessandra
- The EQ Edge – Steven J. Stein and Howard E. Book
- The 21 Irrefutable Laws of Leadership – John Maxwell
- Raving Fans – Ken Blanchard

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