

LEADERSHIP ESSENTIALS: THE IMPORTANCE OF LEADERSHIP

Leadership is not a position.

You are a leader when others willingly follow you because they trust and respect you.

Two Ways to Influence People:

Coercion - Use of positional power to obtain compliance.

Leadership - People choose to follow someone because they trust and respect them.

Good Leaders:

- Care about people and results.
- Know people come first.
- Know true leadership requires constant practice.

What Good Leaders Do:

- Elevate others.
- Create positive change.
- Work with teammates to achieve a common goal.

Why would anyone willingly follow me if they weren't being paid to do so?

Leaders:

- Care about those entrusted to their care.
- Inspire others to dream more, learn more, do more, and become more.
- Make work fun!
- Take the time to build relationships.
- Choose to put people over numbers.
- Work tirelessly to train their people.
- Offer endless opportunities for self-improvement.
- Give their time & energy.
- Take responsibility for the success of each member on their team.
- Tell the truth and be honest in a clear, direct, but kind way!
- Are examples. Show integrity when their words and actions are consistent with their intentions.

The true price of leadership is the willingness to place the needs of others above your own.