



Strategic
Leadership **WINGS**
Conference

A group of four diverse office workers (three men and one woman) are high-fiving in a modern office setting. They are smiling and appear to be celebrating a success. The background shows office desks, a laptop, and a coffee cup.

The Lasting Advantage

Inspire, Connect & Make a Difference Anytime, Anywhere

LEAD
WELL
STRATEGIC CONSULTING



Welcome!

My name is Ian Williams founder,
president and CEO of Lead Well
Strategic Consulting.

Follow me at [@leadwellstrategic](#)
to learn more.

01.

The Lasting Advantage

Inspire, Connect, and Make a
Difference Anytime
Anywhere

Everything Rises and Falls on...

Leadership

~John Maxwell

Each of us can grow as a leader



Define it?



What makes this valuable?



Business

Currencies	Commodities	News
US Rate 1.5314 Change -1.03c	Gold AU\$100 \$1146.06 (£748) -0.04 (-0.08pc)	Long haul for Tesco Company halts sales spiral but profits fall
££ Rate 1.3628	Brent Crude AU\$100 \$52.14 (November) -0.04 (-0.08pc)	

THE 5 LEVELS OF LEADERSHIP

5 PINNACLE

Respect

People follow because of who you are and what you represent.



4 PEOPLE DEVELOPMENT

Reproduction

People follow because of what you have done for them.



3 PRODUCTION

Results

People follow because of what you have done for the organization.



2 PERMISSION

Relationships

People follow because they want to.



1 POSITION

Rights

People follow because they have to.

02.

The Key to
Leadership?

PRIORITY PRINCIPLES

WORKING SMARTER HAS A HIGHER RETURN THAN WORKING HARDER

YOU CAN'T HAVE IT ALL

THE GOOD IS ALWAYS THE ENEMY OF THE BEST

PROACTIVE BEATS REACTIVE

THE IMPORTANT NEEDS TO TAKE PRECEDENCE OVER THE URGENT

Priority Matrix

HIGH IMPORTANCE / HIGH
URGENCY
TACKLE FIRST

HIGH IMPORTANCE / LOW
URGENCY
SET A DEADLINE



LOW IMPORTANCE / HIGH
URGENCY
DELEGATE

LOW IMPORTANCE / LOW
URGENCY
DELEGATE / DELETE

The



Rule

03.

The
Foundation of
Leadership?

3 AREAS OF FOCUS

VALUING PEOPLE

SELF-LEADERSHIP

EMBRACE GOOD VALUES



**IT IS EASIER SAID THAN
DONE**





Contact Us

502-632-4118

IAN@LEADWELLSTRATEGIC.COM

@LEADWELLSTRATEGIC

WWW.LEADWELLSTRATEGIC.COM

