

Northern Utah Chapter
Professional Development Training
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Motivational Leadership

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*“Run your day
by the clock
and your life
with
a vision”*

-Zig Ziglar



Leadership Defined

Leadership is the ability to
influence, motivate, and enable
associates to **contribute** to the
success of their organization.

- Lindsay, 2010



- ### 5 practices of Leadership
1. Model the Way
 2. Inspire a Shared Vision
 3. Encourage the Heart
 4. Enable Others to Act
 5. Challenge the Process
- James M. Kouzes & Barry Z. Posner
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- ### The Truth about Leadership
- Individuals make a difference
 - Credibility is the foundation of leadership
 - Values drive commitment
 - Focusing on the future sets leaders apart
 - Leaders cannot do it alone
 - Trust rules
 - Challenge is the crucible for greatness
 - Leaders either lead by example or they do not lead at all
 - The best leaders are the best learners
 - Leadership is an affair of the heart
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Leadership Influence

“What leader has the most positive influence in your daily life?” (Rath and Conchie, 2008)

Influential Leaders

- Build **Trust**
- Show **Compassion**
- Provide **Stability**
- Create **Hope**

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Leadership Influence

“What are you looking for in a leader you find easy to follow?” (Kouzes and Posner, 2003)

People want to follow a leader who is ...

- Honest
- Inspiring
- Competent
- Forward Looking (Visionary; See Beyond)

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Credibility – Cornerstone of Leadership

- Honest - is it the truth?
- Vision – connect hopes & aspirations
- Inspiring - building good will and better friendships
- Competent – confidence



“Git-R done!”

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Leadership Points ...

- Servant Leader
- Forever Leading Forever Following
- Know and Lead from Your Strengths
- Treat All Associates as VIP's
- Bring Energy, Ideas, & Values to the Job
- Do Good, Lead Well, & Reflect on What Works
- Be the Lead Learner
- Do It Now With Results When Possible

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The Leader I Desire to Be

**What is my plan to
become
the leader I desire to be
for the world?**

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How Can I Be a Great Leader?

- Lead by making others powerful
- Become "strategic" rather than "operational"
- Create a climate or spirit of celebration and applause
- Be committed every day to putting the pickaxe to the mountain – find new ways to lift yourself and others higher
- Be the source of "possibility thinking"
- Let your co-workers know they are worthwhile and full of promise

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- Focus on integrity, trust, credibility and the commitment to do the right thing
- Know that management is about today – and leadership is about tomorrow
- Know that management is about process – leadership is about purpose
- Recognize success is not about perfection, it's about *progress*

- Bob Danzig

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Creating the Best Place to Work

What is most important –
Improving what is... OR... creating what is not?

- Create your company or organization into one of the best workplaces in America
- Seek to gain a reputation as one of the best places to work
- Build a healthy culture which fosters open communication, right relationship and a spirit of cooperation
- Move from good to great



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Happy People = Better Performance



Joy on the Job!

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Happy People = High Returns

A leader must ...

- Serve people well
- Build a winning team
- Listen
- Impact people's lives for good
- Positive motivation
- Seek better ways – welcome change



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... Quiet the voice in the head that says, "I can't do it!"



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Don't give up...



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Leadership Challenge

- Focus on the individual members
- Provide employees the opportunity to develop and utilize their talents and strengths
- Listen to employee's concerns
- Allocate the right resources for the right project, at the right time
- Let employees identify their own interests and abilities
- Lead by example – set the standard for excellence

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Become a Model of Success

1. A winner's attitude is job one
2. Character counts
3. Believe in your potential
4. Passionately pursue your life mission
5. Focus your creative imagination on worthwhile goals
6. Be fully engaged in learning, using resources and doing your best work
7. Associate with Achievement Motivated Opportunity Finders
8. Persevere, Overcome and be Resilient

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**Leaders are developed
through the fire of
experience.**

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7 gutsy quotes that will motivate you
to fight your battles



HE THAT CAN
HAVE PATIENCE
CAN HAVE
WHAT HE WILL.

Benjamin Franklin



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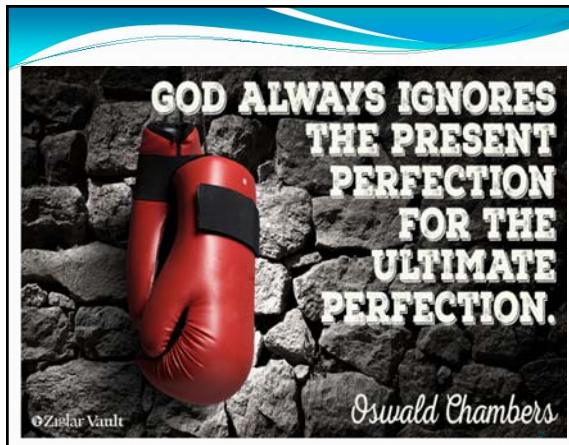
COURAGE,
DEAR
HEART.

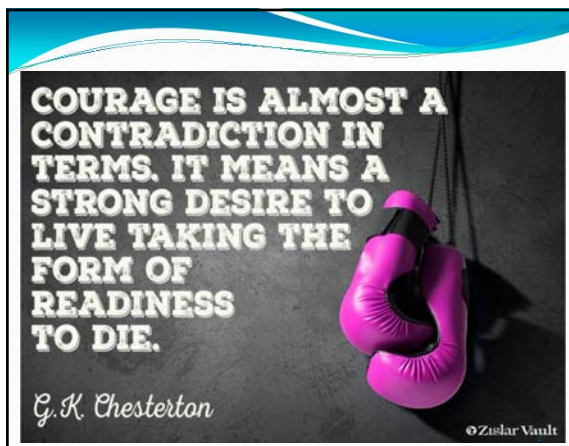
C.S. Lewis

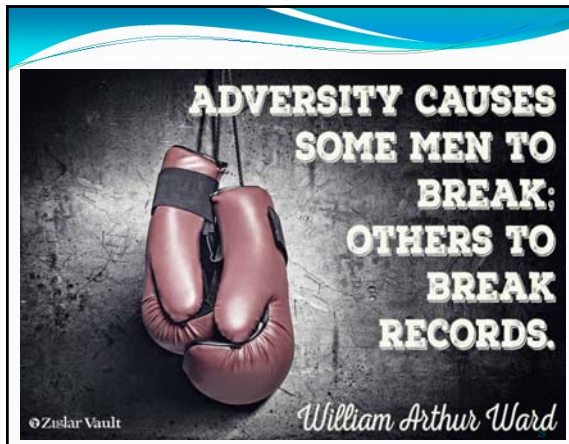


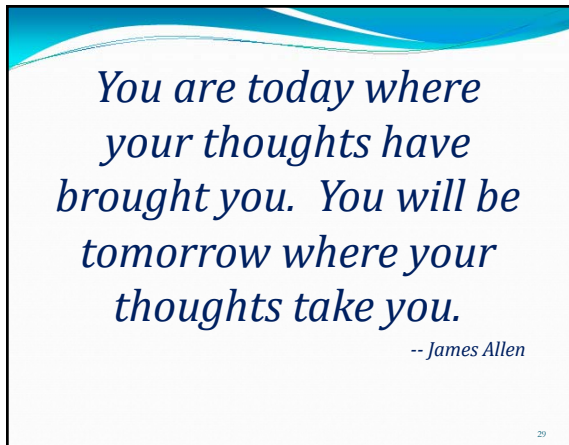
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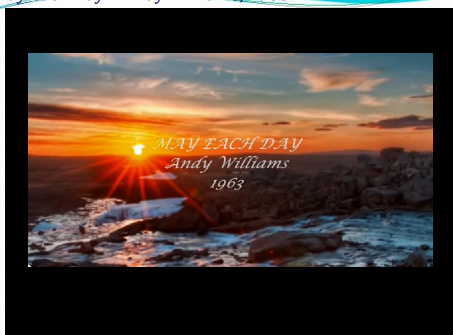




Comments or Questions

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May Each Day – Andy Williams, 1963



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