



What is the Difference Between Leaders and Followers?! (9-9)

Difference – Leaders and Followers

Followers tend to react, and Leaders tend to initiate.

Leaders

- Initiate.
- Lead – communicate with any tool available (phone, email, mail, sharing, etc.).
- Spend time planning.
- Anticipate problems – works and finds solutions.
- Invest time with people.
- Prioritizes calendar daily with long-term goals.

Followers

- React.
- Wait for things to happen.
- Look at things as problems, not opportunities.
- Live day-to-day.
- Spends time with people but does not invest in people.
- Calendar is filled with requests from others (not what they need to do to accomplish their goals).

Four Questions You Can Use to Assist Your Priority Process in YOUR Leadership

- What is most rewarding? Always have a reward when you do things.
- What is required of me? What can I do that no one else can do? Apply yourself and take ownership and responsibility!
- What gives me the greatest return? Am I getting the results I wanted? If not, why? What can I change?
- What can I do differently to change this?

What are the three R's and am I applying them?

The three Rs are: Requirements, Return, and Reward.

Apply these in all that you do.

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