



How do You Empower Others to Their FULL Potential?! (9-13)

What is Your Potential?!

It is a process of steps, as you have read Training 9-1 through Training 9-12. There are some steps you can use as a guide below our opening paragraphs.

After you have found confidence in yourself (your abilities and who you are as a person and as a leader) and in the persons you would like to empower, you are ready to start the process.

Your goal should be to hand over small, simple tasks in the beginning and progressively increase each person's responsibilities and authority.

The less experienced a person is, the more effort and time it will take for the process. No matter where a person is at, if their passion and desire is to become successful, become a leader, and change their life, you will be able to help them, and they will be able to help themselves.

The Steps below Will Help You Empower Others

Evaluate every single person you personally bring into your team (your team / employees). In this process, remember that all people have the potential for success. Your job is to see the potential, find out what they lack to develop their success (Ex: organization skills; time management; communication skills; etc.), and equip them with what they need.

In doing this, look at these areas in their life for proper evaluation:

- Knowledge – think about each person and what they need to know.
- Skill – examine the skill level they are at – have they been in business before? Are they people? Have the evaluated other leaders (books, tapes, seminars, etc.)? Have they been in this industry before?
- Desire – without this, no amount of skill and experience will help a person succeed.

What Must You Do?

- **Model for them** – Even people with knowledge, skill, and desire need to know what's expected of them, and the best way to inform them is to show them. People do what people see!!!
- **Give them permission** – As a leader and influencer, you may believe that everyone wants to be successful – unfortunately, this is not true. A lot of the failures in a person's life take place in their mind (before any action in their life). You must help others believe that they can succeed and show them that you want them to succeed. You can do this



be helping them expect it (communicate, support, and listen) and by helping them verbalize it (speak what they want, write down what they want, and review every day what they want).

- **Give them your authority** – Share your power and ability to get things done with them.
- **Show your confidence in them publicly** – When you transfer authority to the people you empower, you need to tell them that you believe in them, and you need to do it publicly.
- **Give each person feedback** – Praise, encourage, and tell others about what an excellent job they are doing, give them constructive criticism – communicate.
- **Release them** – Once the person is ready to go on their own, release them into their success fully. Give them as much freedom as possible as soon as they are ready for it.

What is Your Potential? What is Your Teams Potential?

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