

# The Distinct Leader



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Supe Direction

[www.thedistinctleader.com](http://www.thedistinctleader.com)

## Success Building Blocks Checklist - Completed

### Block 1:

- My definition of leadership
- Understanding the difference between leadership & management – being a Complete Leader
- My vision - defined

### Block 2:

- My distinct contribution - skills, talent, backstory
- My leadership philosophy
- My GPS – guiding principles statement
- My Business Partner Profile – financial stewardship

### Block 3:

- Able to clearly identify essential results
- Adequately learned how to track activity
- Use of tracking tools
- Learned how to use appropriate time cycles

### Block 4:

- My self-profile
- Team personality chart
- Team rapport check-up, individually & team
- Team morale check up
- Established community guidelines / team agreements

### Block 5:

- Process in place, practicing continuous improvement
- Promoting culture of learning, sharing, innovation
- Seeing the value & use of the 1% edge

### Block 6:

- Vision refresh – learning to “stretch grow” – vision evolution



**Success Building Block #1:**

Leading with a clearly defined understanding of what it means to “lead”.

*Need to be able to answer the question –  
What is leadership? What is leading?*

Difference between lead & manage  
Destination beyond description

- My definition of leadership
- Understanding the difference between leadership & management – being a Complete Leader
- My vision – defined – a new destination

*Notes:*



**Success Building Block #2:**

Lead from my conscious commitment & distinct contribution:

- My distinct contribution - skills, talent, backstory
- My leadership philosophy
- My GPS – guiding principles statement
- My Business Partner Profile – financial stewardship

*Notes:*

**Part 1: Setting Up My Business Partner Profile**

Distinct leaders see themselves beyond employees. They see themselves as contributing business partners.

**Name:**

**Position:**

<b>Company:</b> Industry:		
Annual Revenue		
<b>Financial Areas of Responsibility</b>		
<b>Financial Area #1: ROC/ ROI</b>		<i>Contribution/Performance needs</i>
Position Compensation		
Total Team/ Department / Business Unit - Base Compensation		
Total Compensation Responsibility (Estimated)		
		<input type="text"/>
<b>Area #2: \$ Related to Business Activity</b>		<i>Contribution/Performance needs</i>
Currently		



**Success Building Block #3:**  
Lead through being results orientated

- Able to clearly identify essential results
- Adequately learned how to track activity
- Use of tracking tools
- Learned how to use appropriate time cycles

Lead from reality - keeping it real, lead from truth

What current results are you working with?

What *new* results does your vision suggest?

What new or current activity would be involved?

How do you want to track that?

The role of time cycles - what time cycle serves best results?

Using charts / bullseye, other tracking tools?



*Notes*



#### 4: Lead by effectively achieving results through people - individual & teams

Talent management - know, assess, hiring,  
Simple performance management  
How people operate - boosting HQ  
Constructive/ positive/ progressive/ accountability

- My self-profile
- Team personality chart
- Team rapport check-up, individually & team
- Team morale check up
- Established community guidelines / team agreements

*Notes*