

The 4 "Fs" of Leadership.

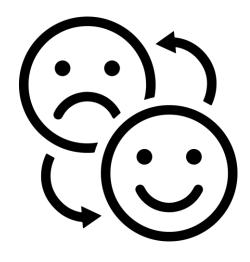
Fuel, Focus, Feelings & Fault



Fuel Confidence



Focus and Vision



Feelings
Adversity / Emotional Intelligence

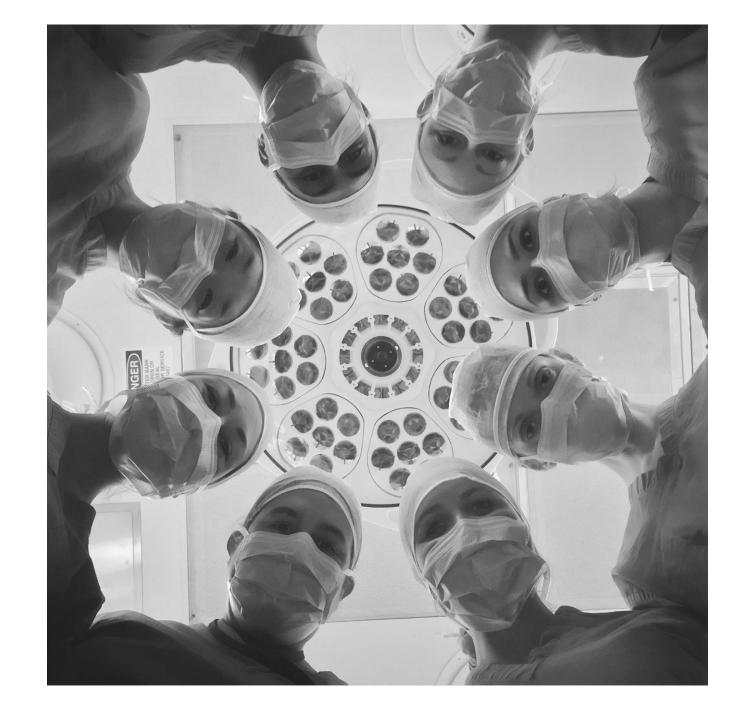


Fault – Accountability



Motivation fuels the attitude that builds the *CONFIDENCE* necessary to sustain the persistence.

-Zig Ziglar





Think Positively- no "stinkin thinkin"

Create the list of possible outcomes, objections and what post op could look like

Talk about body language

4 Be

Be prepared



- 1. Start with "What was your Kickass moment?"
- 2. What would you do differently?
- 3. Ask for industrial strength feedback from those that were involved.
- 4. What are the next steps?





Focus is like pre surgery blood work. The vision is like blood in that there is life to be seen, but how it is seen and how it is measured and tested depends on who is interacting with it.

Feelings



Self Awareness:

Ability to recognize and understand your moods, emotions and drives as well as their effect on others

Self Regulation:

The ability to control and redirect disruptive impulses and moods.

Motivation:

A passion to work for reasons that go beyond money or status.

Empathy:

The ability to understand the emotional make up of other people.

Social Skill:

Proficiency in managing relationships and building networks.

BILL EDDY, LCSW, ESQ L. GEORGI DISTEFANO, LCSW



Managing Narcissists and Other High-Conflict People

"With great power comes great responsibility." It is true. But there's a better version of this quote, a version all you have to do is switch the nouns around: "With great responsibility comes great power."



Thank you!

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