

22 Qualities of Leadership

Monday Call, March 7, 2016

- TNL – March 22nd at 7:30 Pm CT at Mannatech Corporate Offices or www.mannatechlive.com -
- Mannafest April 6-10 Dallas Texas... Plan to be there - <http://mannafest.com>

From Article in the Entrepreneur Magazine March, 2016

I added Help Books...and some commentary.

1. Focus

- a. “Strategic Acceleration” by Tony Jeary Clarity, Focus, Execution
- b. Avoid distractions which in this “Social, Global, Mobile” era are EVERYWHERE!
- c. To get a few critical things done you must develop incredible selective ignorance.
- d. Help book: “The Power of Focus” Canfield, Caulfield, etc.

2. Confidence

- a. A leader instills confidence and “followership” by having a clear vision, showing empathy and being a strong coach.
- b. Show up with swagger and assertiveness BUT ALWAYS maintain the balance of kindness and generosity...they work well together in gaining respect.
- c. Help book: “Awaken the Giant Within” Tony Robbins

3. Transparency

- a. Only way to instill respect and buy-in from the team is to be 100% authentically you.
- b. Don’t tell others to do things you are not doing yourself...so since our blood flow in this business is prospecting, you as a leader ought to set the example and WIN a Starbucks card (3 signups) every BP.
How much easier is it for you to do that than a new associate?
- c. No pretending; “fake it ‘til you make it” never hit a chord with me. Be the messenger not the message and what a difference!
- d. Help book: “Transparency” by John Kim

4. Integrity

- a. Your Team will either be a direct reflection of the values you hold dear or they will reject you as their leader due to values that are off base.
- b. Quit needing to be right and start doing what is RIGHT...help others with great health products and building income for them.
- c. When you are authentic, it will rub off on your entire organization.
- d. Help book: “Integrity Selling in the 21st Century” Ron Willingham

5. Inspiration

- a. Leaders are not self made...they are driven.
- b. Be fueled by an internal drive and passion.
- c. Help book: "The Power of Servant Leadership" Robert Greenleaf

6. Passion

- a. You must love what you do in order to be truly successful.
- b. Be obsessed with it, allow it to consume you.
- c. You are never satisfied and constantly push to do something bigger.
- d. Help book: "Living With Passion" Peter Hirsch; "Passion Test" Janet Attwood

7. Innovation

- a. "In any system with finite resources and infinite expansion of population, like your business or all of humanity, innovation is essential for not only success but for survival."
- b. Leaders are innovators...you can not separate the two.
- c. Whether by thought, technology or organization, innovation is our only hope to solve our challenges.
- d. Help book: "Start with Why" Simon Sinek

8. Patience

- a. Is really courage to test your commitment to your cause.
- b. If your vision is big enough there will always be plenty of reasons why it can't be done; and plenty of doubters.
- c. It is doing the right things, the core activities over and over even when you just don't want to that makes all the difference.
- d. Help book: "The Power of Patience" M.J. Ryan

9. Stoicism

- a. We all will find ourselves in tough situations, negative feedback, losing the one person or thing we wanted most. Prep yourself so that you don't freak out, allow your voice to say "this won't work", react emotionally.
- b. Consider the worst case scenarios and regulate your unhelpful instinctual responses.
- c. SW SW SW NEXT.
- d. Help Book: "Man's Search for Meaning" Viktor Frankl

10. Wonkiness

- a. Understand data. If your customer loss ratio is 10% work hard at making it 5%. You just doubled the average customer's lifetime value.
- b. Be a customer service fanatic...they are your bread and butter of this industry. Have a plan and follow it.
- c. Help book: "You can't fillet a Nibble...It's the Catch that Counts" Gary Cox

11. Authenticity

- a. Lead from a place of authenticity.
- b. Learn from others, read autobiographies of your favorite leaders, pick up skills along the way, but never lose your authentic voice, opinions.
- c. Help book: “The Speed of Trust” Stephen M.R. Covey

12. Open-mindedness

- a. A big myth is that leaders are so focused and have dogged determination to stick to their plan no matter what.
- b. Leaders need to keep an open mind while being flexible.
- c. Goals are not static.
- d. Your commitment should be to invest develop and maintain great relationships.
- e. Help Book: “Leading with a Limp” Dan Allender, PHD

13. Decisiveness

- a. Make the call fast, make the call loud and don’t look back...advice of a ref.
- b. In many situations a decisive wrong call will work out better than a wishy washy right one.
- c. Indecision puts mud in the tires.
- d. Help Book: “Getting Things Done” David Allen

14. Personableness

- a. We all have something to offer in this world. Be real and focus on genuine connections.
- b. Look for ways you can help others rather than just focus on what they can do for you.
- c. Help Book: “How to Win Friends and Influence People” Dale Carnegie

15. Empowerment

- a. Delegate responsibility and authority. Build up your team and support them crawling then walking then running. It is a process.
- b. Look for best in the long run not just in the moment.
- c. Help book: “The Power of Thinking Big” David Schwartz; “Empowerment” David Geshan and Gail Straub

16. Positivity

- a. Create a culture of optimism.
- b. Starts with the leader...never be negative. If have issues, go to your upline but always look for the solution.
- c. This requires fearlessness...you always must believe in making the impossible possible.
- d. Help Book: “The Power of Positive Thinking” Norman Vincent Peale

17. Generosity

- a. Offer the best of yourself.

- b. Always help others grow to be their best.
- c. Help book: “Go-Giver” Bob Burg

18. Persistence

- a. Persistence beats resistance.
- b. All great things take focus and time...you must be willing to Persist no matter what!
- c. Go beyond where others stop.
- d. Help Book: “Dare to Dream; Work to Win” Dr. Tom Barrett

19. Insightfulness

- a. It takes insight every day to separate the good and worthwhile from all the incoming fire everyday.
- b. It’s like wisdom...it can be improved with time if you are paying attention, but it has to be in your character.
- c. Help book: “21 Laws of Leadership” John Maxwell

20. Communication

- a. If people are not aware of expectations, then they will look to you as being at fault. Be a great communicator of the HOW TO’s.
- b. Treat new ideas as collaboration versus instruction.
- c. Help book: “Leading Out Loud” Terry Pearce

21. Accountability

- a. It is a lot easier to assign blame than hold yourself responsible.
Responsible: ability to respond.
- b. Step into your mistakes and do what it takes to make them right. Set the example.
- c. Help book: “7 Habits of Highly Successful People” Stephen Covey

22. Restlessness

- a. It takes leadership to find strengths in all your people, but you also need to see the gaps and help people plug those.
- b. Never rest...you are either green and growing or ripe and rotting. You too need to never allow complacency in your life. No matter where you are, there is always ways to improve.
- c. Help book: “Who Moved my Cheese” Spencer Johnson