

Five Rules for Leadership by Lisa Grossman

Monday August 25, 2015

- The next “Tuesday Night Live” meeting at Corporate Offices... is August 25 with Al Bala
- Manapol Power is now available as a one time order
- Uth Sample Reactivation extended to end of this BP
- ImmunoStart Promotion.... Use it to add volume for end of BP
- Last week of the BP... use success tracker to make sure no one misses commissions

(she had rules, rest are my notes/understanding)

1. “Get out of your comfort zone. Be willing to SUCK until you become mediocre and eventually GREAT!”

- a. Comfort zone is what?
- b. Everything you want in life is outside your comfort zone.
- c. Be committed to being uncomfortable...that is where you grow...where you achieve what you don't have today.
- d. Skill set is crucial:
 - How do I talk less and listen more?
 - How do I show them how much I really care?
 - How do I separate myself from the “sale?”
 - How do I move from “salesman” to “solution provider?”
- e. Be okay with making mistakes until you drive yourself to being a master
This includes being “okay” with results that are not the greatest!

2. “Challenge your assumptions so you can discover your TRUTHS.”

- a. We all have assumptions...we live by them. Mine included: *I am smart enough to figure it out on my own. As long as I know it all, people will follow me. Science will win anyone over. Showing my leadership is what matters.*
- b. What are yours? How to uncover them?
Easy ways, hard ways...both work.
Play “beginners mind” and spend as much time with the “masters” as you can. Never stop learning no matter what level you are.
- c. Experiment with new ways. Challenge your underlying “beliefs” about

the way things “should be”...

3. “Speak in the language of the person you want to BECOME.”

a. Know who that person is first or it will always be evasive.

What traits would you love to be known for?

Critical ones for this business: determination, commitment, large sphere of influence, great listener, big heart, belief in anything is possible, positive, desire to change the world, confidence...

b. How does a person behave who is that person?

c. How is this different from you today?

Build affirmations, actions, etc.

Read books of those with those exact characteristics. How does your language differ?

4. “Make the little decisions with your HEAD; make the big decisions with your HEART.” (By Emily Keith)

a. What is this all about?

Logic is what goes on in our head. Weigh the pros and cons and decide.

Our heart is about feelings/emotions: satisfying our guiding light in our lives. “Does it feel right?”

b. Small decisions although they can be important are not life breakers. They can be changed typically with little or no energy, have little if any impact.

c. Big decisions have big effect. Need not just logic but also heart...how does it feel?

d. What does this tell us about the personality quadrants? DISC

e. Be true to your heart.

5. “Knowing what you know today, what can you do to make the greatest impact? Spend your time doing THAT.”

a. Rely on your experiences...tap into the ability to change if something did not work before.

b. Change: definition of insanity to keep doing the same thing over and over and thinking it will create a different result.

c. Where can you have the greatest impact? What is your WHY?

Plan to achieve that...as when you follow your heart, the you reach your greatest fulfillment.