

The Jim Rohn Guide to "LEADERSHIP"
April 26, 2021

- Next TNL: April 27 at 7:30 Pm CT www.allaboutmannatech.com
- This week's "Product Focus:" GIPro Balance
- Are you on your way to Hawaii with us??? Tracking report is now in SuccessTracker
- Last week of BP 4.... Check your success tracker reports
- It's here... Mannatech Rainmaker starts Friday
- Save the Date: Mannatech Event... June 26th

Story of Jim Rohn

One of My favorite quotes: *“Character is a quality that embodies many important traits, such as integrity, courage, perseverance, confidence and wisdom. Unlike your fingerprints that you are born with and can't change, character is something that you create within yourself and must take responsibility for changing.”*

Based on many transcripts of Jim Rohn's most popular books and lectures

1. The Challenge of Leadership today
 - a. Be somebody. You define that.
 - b. Leadership by invitation...invite someone to a better way of doing things.
 - c. Be strong not rude.
 - d. Be kind not weak.
 - e. Be bold not a bully.
 - f. Be humble but not timid.
 - g. Be thoughtful but not lazy.
 - h. Be proud but not arrogant.
 - i. Have humor without folly.

2. The Basic Laws of Leadership
 - a. The law of reaping and sowing
 - b. The law of averages
 - c. The 80/20 Rule: Give 80% of your time to 20% of the people.
 - d. The law of faith
 - 1) Faith is the ability to see it as it is.
 - 2) See it better than it is
 - 3) Make it better than it is
 - 4) Don't see it worse than it is
 - 5) Don't see it for more than it can become

- 6) It might be worse and it might be better...just work through it positively.
 - e. Work with people who deserve it...
 - f. Teach people how to deserve it.
 - g. There is both good and evil.
3. Six Essential traits of Good Character
- a. Integrity
 - b. Honesty
 - c. Loyalty
 - d. Self-sacrifice
 - e. Accountability
 - f. Self-control
4. Strengthen your character
- a. NO matter where you are now you can choose to strengthen your character. Choose what to work on and do it...now!
 - b. Hang around those who will challenge you to become better!
5. Skill development: Important? Why...
- a. It brings us fulfillment
 - b. It will advance our career
 - c. It will help you help others
6. The Skills a leader must master
- a. The ability to be inspirational...
 - b. Good communication - especially vision.
 - c. The ability and will to delegate
 - d. The ability to teach important principles.
 - e. The ability to set goals, strategies and a course of action
 - f. Keep people focused on the goal.

Never stop working on yourself...even the littlest of increase in your trajectory will mean a large change in distance!