

# What's Your Leadership Style?

## Why it Makes a Difference

### **Monday Call, September 17, 2012**

- Registration for “The Slight Edge... A Real Choice” is open. Program Starts Sept 24<sup>th</sup>. For more information go to <http://db.tt/kwa4LobP> or see attached
- Tuesday Night Live - Presidential Kevin Robbins will be having a comprehensive training on Navig8 at 7:30 PM CDT at Mannatech Corp offices or [www.mannatechlive.com](http://www.mannatechlive.com)

Article by Glenn Gutek in Networking Times

Introduction:

"Style Does Matter"

It is about understanding the way **YOU** go about leading.

Effective leadership in one field or with one Team is not always effective in another field or with another Team.

"The complexity of the marketplace prompts the importance of knowing your leadership style and discerning which style a team will must readily respond to."

The following six leadership styles are the most prominent in business today.

1. Charismatic: This is leadership by infusion of energy.

Positives:

- a. Leader carries by his/her own personal energy into any room, any environment.
- b. This leader is an excellent vision caster.

Negatives:

- a. Once the leader leaves the room, so does the energy.
- b. Typically this leadership style spends too little time on the details.

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2. Technician: leadership by displaying both knowledge and skill.

Positives:

- a. Prized in cultures where competence is high in economic value.
- b. It is leading by just being the best producer of what your organization produces.

Negatives:

- a. How it is replicated throughout the organization can be a real issue.
- b. Big difference between being the best and leading the best.

Mannatech:

3. Strategist: people who tend to be global and conceptual thinkers...they lead by seeing the big picture and connecting the dots.

Positives:

- a. They are able to see the end destination and they understand the path to get there.
- b. They are always aware of the gap between where the organization is and where it is going.

Negative:

- a. They get overwhelmed by what it takes to get from here to there.

Mannatech:

4. Team Builder: leadership is by roles and unity.

Positives:

- a. This group recognizes that you can not just assemble any group of people and think you have a team.
- b. These leaders are able to discern different peoples' strengths and find roles for them to play to align these individuals into a cohesive group.

Negatives:

- a. Leader can become paralyzed in the presence of conflict.
- b. Leader can also become paralyzed in the absence of unity.

Mannatech:

5. Manager: this is leadership by systems...managers focus on doing things right

Positives:

- a. Processes and systems are designed and understood so that current operations function consistently.
- b. They have a profound influence on the people around them.

Negatives:

- a. Some call these people non-leaders since they tend not to motivate through vision.
- b. They also have the capacity to lead a culture that sometimes focuses on systems more than results.

Mannatech:

6. Director: leadership by control

Positives:

- a. Bring order out of chaos.
- b. Great in crisis management.

Negatives:

- a. Command and control stifles others' leadership.
- b. Quashes at times creativity and new ideas for the sake of conformity.

Mannatech:

***What is most important:***

To know that there are circumstances where certain styles flourish and others where they flounder.

One goal could be to master all leadership styles...not practical.

True goals:

1. Know your own style and function in an environment where that style will flourish.
2. Know also the "shadow side" of your style...when and in what circumstances does your style undermine your effectiveness?
3. Know how to shift into the needed style for that certain team, for that certain time and use it effectively.

"As the expression goes, if the only tool you have is a hammer, then the whole world looks like a nail."

"Effective leadership in today's culture requires a team approach; and teams require diverse leadership styles. By employing the best leadership style for you and also knowing when to adapt to other styles, you can effectively lead your team to the top."



# The Slight Edge: A "Real Choice" Are You Ready to Move?

We have an incredible opportunity to Make a Huge Difference. The "**Real Food Revolution**" is ours at Mannatech. Are you ready to do that? Is your belief right? Are you committed?

*Here is your choice to make:*

"for only through my commitment to drive my business...  
will I ever make a major contribution to Sam's vision to end global malnutrition in children;  
will I ever live the life I see for myself and my family;  
will I ever reach the goal of financial security giving me the freedom to do whatever I want whenever I want;  
will I ever provide the opportunity for so many others to follow me to the greatness available to all through this opportunity"



## Your Choice...are you All In?

***The Slight Edge Program will cover the following topics:***

1. Turn Your Dream into Reality...  
Write it Down.  
Take a look at it every day  
Know and pay the price
2. Understand the Slight Edge...it is not about the Magic of a Miracle; it is about choosing the most important activities and doing them every day.  
What are the High Leverage Activities? Develop an Action Tracker that works for you
3. Harness Your Brain's Natural Power  
Habits of Thinking; What is your Motive? Your Reason? Clarity is crucial.
4. The Byte: Instant On the Spot Success
5. The Miracle of Feelings Journal
6. Creating an Environment in your Everyday Life
7. Your Life Creed...Your Ultimate Life Balance Tool



## Further Details

Training Webinars will include:

1. Maximizing the use of Navig8 (We will send out our favorite emails in all categories)
  - a. in XFM
  - b. in LFM
  - c. in overall prospecting
2. IPAD Use in prospecting
  - a. Maximize the use of the Mannatech app
3. Non Profits is a vehicle for all of us
  - a. How to's
  - b. Implementation post-registration
4. XFM's and LFM's
5. Presenting the Business Opportunity
  - You will become proficient!
  - You will believe in You.
  - You will become that Attractor Factor
6. Member Appreciation at its Best

## Timing and Registration Information

**Timing:** Starts on September 24th; ends on December 21

**Registration:** Begins today, September 11 and ends December 23rd

**Cost:** \$100 (we will be mailing out to all the book, "The Slight Edge" by Leo Weidner)

**First Webinar:** Monday, September 24th at 8:00 CDT

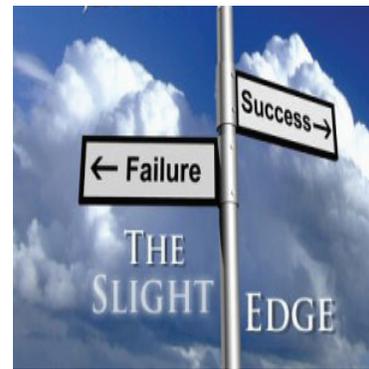
**Weekly Support Calls:** Every Monday at 8:00 CDT

*(all calls and webinars are taped and placed on website for your continuous use throughout the Program)*

***Change your Mind, Change your Life  
Change your Life, Change the World!***



# The Slight Edge: A "Real Choice"



## *Registration*

Please Print Clearly - Registration form must be included with payment

**Registration: Begins September 11th and runs through September 23rd**

**Cost: 100.00**

**Starts: September 24th**

**First Introduction Webinar: Monday, September 24th at 8:00 CDT**

**Name:** \_\_\_\_\_

**E-Mail:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**Payment Information: (Registration in confirmed via Email when Payment received)**  
**Contact Lydia if you would like to pay by PayPal at [Lydia.s@att.net](mailto:Lydia.s@att.net)**

**Amount:** \_\_\_\_\_

**Check:** \_\_\_\_\_ **Amex:** \_\_\_\_\_ **Visa:** \_\_\_\_\_ **Master Card:** \_\_\_\_\_

**Credit Card #** \_\_\_\_\_

**Expiration Date:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Registration Deadline: September 23th**

**Fax Registration : (972) 692-0906;**

**Email: [lydia\\_s@me.com](mailto:lydia_s@me.com); or**

**Mail: Mannatrain, Inc. 1802 Palace Drive, Grand Prairie, TX 75050**