

## 7 Leadership Habits

That will CHANGE Your Life!



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Sometimes knowing what NOT to do is the key to understanding what SHOULD be done!



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Let's Start With:

### 7 HABITS that will cause you to be an INEFFECTIVE LEADER

- 7. Indecisiveness
- 6. Not 'Walking the Talk'
- 5. Making Promises That Are Not Kept
- 4. Speaking Out of Anger
- 3. Being Negative
- 2. Devaluing Team
- 1. Need to be 'RIGHT'



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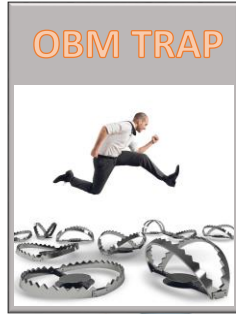
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“Most of us spend too much time on what is urgent and not enough time on what is important.”

- Stephen Covey  
Author of *The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change*



ONLINE BUSINESS MANAGER

*Mastery*



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- People follow because of WHO you are and what you represent
- People follow because of what you have done for them
- People follow because of what you have done for the organization
- People follow because they want to
- People follow because they have to

Diagram by John Maxwell, Author of *The 21 Irrefutable Laws of Leadership*

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## Here are the 7 Leadership Habits That Will Change Your Life

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# 7

**Know WHO  
You Are Leading**

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# WHO

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**Everyday you are making  
decisions around:**

- Leading Yourself
- Leading Your Clients
- Leading Your Team

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# KNOW



How well you know *yourself*, *your team* and your *community* will determine how effective you are at leading them.



# 6

Know **WHERE**  
You Are Leading Them




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EVERY ASPECT OF LEADERSHIP  
GOES BACK TO THE

# VISION

The desired outcome or result in  
any situation!



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- Do you have a clear vision for yourself, objectives and goals that you desire to attain in your personal growth?
- Do you have a clear vision for your relationship with your client or their vision for the business (measures of success, role descriptions, written expectations)?
- Do you have a clear vision for your team (measures of success, role descriptions, written expectations)?



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Make a **Difference**  
Not a Point



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Me Begging YOU!



## MAKE A DIFFERENCE



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“It’s much easier to make a *point* than to make a *difference*.” – Andy Stanly

In every circumstance, consider how you can make a difference.

- How can you effect change that will last?
- Exactly WHO will it make a difference for?
- What do they need in this change?
- What must change for things to be different?
- What are YOU willing to do to make it happen?



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**Making a POINT is nothing more than making noise... don't be a noisemaker**



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# 4

## Effective Communication



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### What makes effective communication?

- Be a purposeful listener
- Know their Communication Style:
  - Auditory Communication
  - Visual Communication
  - Kinesthetic Communication
- Collaboration drives Innovation (the power of we is greater than me)
- You get what you inspect not what you expect (follow up)



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### Leading Your Team *Ideas:*

**AUDITORY** – receive best when they hear something verbally.

**VISUAL** – receive best when they can see it.

**KINESTHETIC** – receive best when they can touch/build/feel it.



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# 3

## Celebrate Success



You are the leader of a WINNING team!  
Celebrate Every Victory



- **Praise in Public**, Counsel in Private
- **Use Affirmations** for Empowerment
- **Share the Booty** (give credit where it is do, give bonus where there is excess, offer incentives, win/win for everyone in a success)
- **Be the biggest cheerleader for success**

## Happy People Are More Productive



# 2

## Develop **Networks** of Influence




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**Effective Leaders Must:**

- Develops their strengths
- Learns to overcome their weaknesses
- Is proactive with personal development and changes
- Never deflects responsibility
- Recognizes the success or failure of thing essentially falls on them
- Values being held accountable

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**Law of Process**  
**Leadership Develops Daily, Not in a Day**

Leaders require seasoning to be effective. If you continually invest in your leadership development, the inevitable is growth over time.

The relationship between growth and leadership: It's the capacity to develop and improve one's skills that distinguishes leaders from their followers.

Successful leaders are learners. And the learning process is ongoing, a result of self-discipline and perseverance.

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