

Leadership for Legacy

12 November 2013

for Jim Moran Institute for Global Entrepreneurship

Your Custom Website:

<http://gabrielleconsulting.com/jmileadership2013>



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Numerology Trivia on 11-12-13

- The number 11 focuses on intuition, sensitivity, and the presence of knowledge for which one isn't aware.
- 12 represents completion, forming a whole, or a perfect and harmonious unit.
- 13 is a strong number and represents achieving happiness.



What is Leadership?

Leadership is a process of influence that maximizes the efforts of others toward achievement of a goal.

Attributes of Inspirational Leaders

- Attitude of service
- Affirmation
- Attentiveness
- Availability
- Authenticity

Leaders are Everywhere



Gabrielle Gabrielli

November 2



Some may say it's just football...some could care less about sports. I get it, but to me, it is not just about the game. It is about LEADERSHIP and TEAMWORK. It is about character, and courage, and doing great things, and inspiring others, and making mistakes, and overcoming adversity. It is about sportsmanship and gratitude. It is about 84,409 people gathering to celebrate the teams they love- and each other. FSU and Miami have been rivals for years, and regardless of how we are ranked, it's always a challenging game. EVERY day is a great day to be a Seminole! I've been a loyal fan my entire life through wins and losses. This team is special. The leadership of QB Jameis Winston at age 18 is awe-inspiring. Before the game, he interacted with kids who will never forget how he took the time to play with them. After the game, he said it was his teammates who lifted him up when he was feeling badly about his performance at the half. As a true leader, he knows it wasn't just him- but the entire TEAM- who won the game 41-14. I don't think it is a coincidence that FSU has finally given legendary coach Bobby Bowden the accolades he deserved. It is karma. Things are right in the Seminole Nation. I'm hoping for another national championship, but we've got a long way to go. No matter, I have never been more PROUD of my Florida State University Seminoles. FSU GO NOLES!!!! >---;---FEAR IT---;--->>! — 😊 feeling blessed.

REAL Success

- **R**elationships
- **E**quipping
- **A**ttitude
- **L**eadership

Success is...



Equipping



**If it's lonely at the top, you're not doing something right!
One is too small a number to achieve greatness.**

People Quit People, Not Organizations



People coming in...join a team

People Quit People, Not Organizations



People going out... leave a person

Attitude



Attitude is EVERYTHING

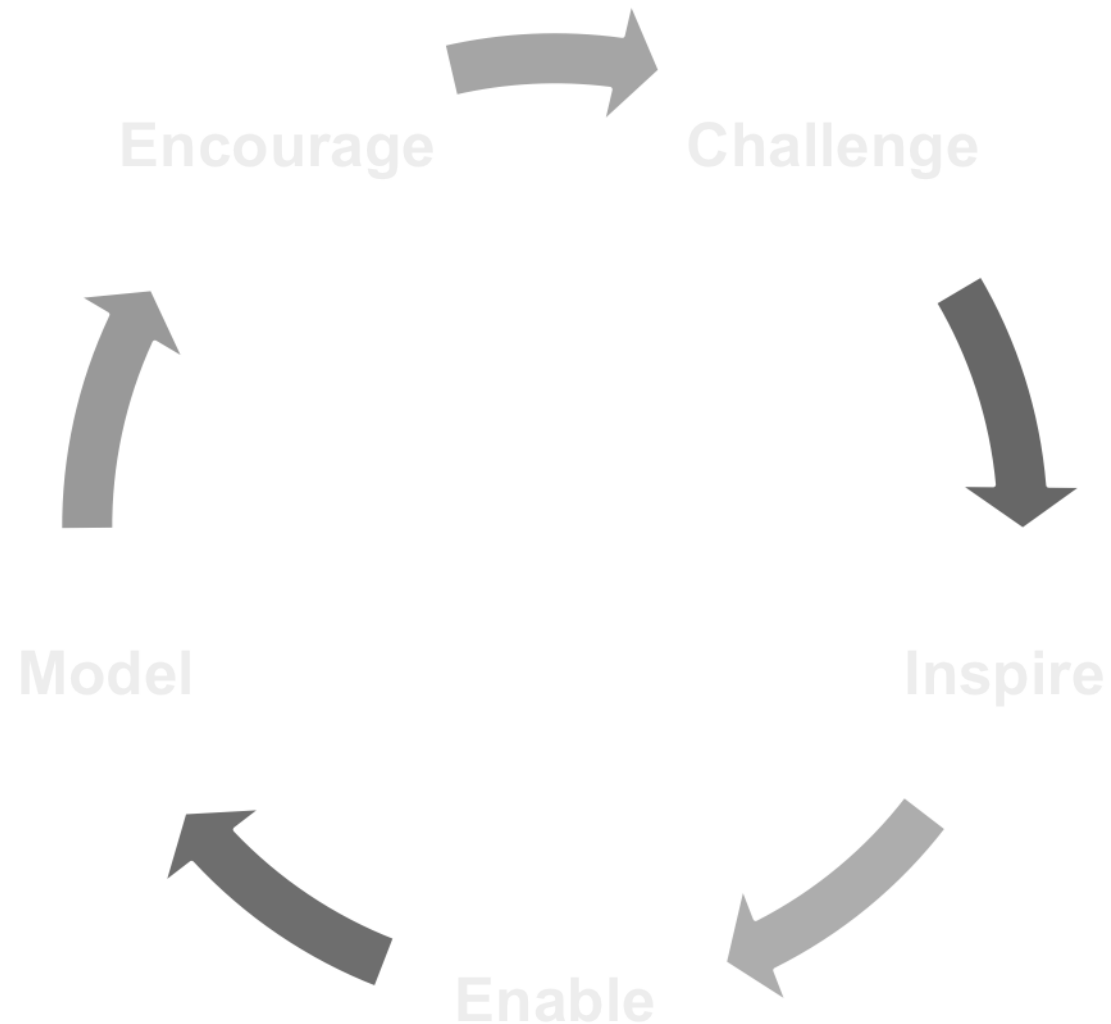
“The longer I live, the more I realize the impact of attitude on life. Attitude, to me, is more important than facts. It is more important than the past, the education, the money, than circumstances, than failure, than successes, than what other people think or say or do. It is more important than appearance, giftedness or skill. It will make or break a company... a church... a home. The remarkable thing is we have a choice everyday regarding the attitude we will embrace for that day. We cannot change our past... we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude. I am convinced that life is 10% what happens to me and 90% of how I react to it. And so it is with you....”

Attitude is EVERYTHING

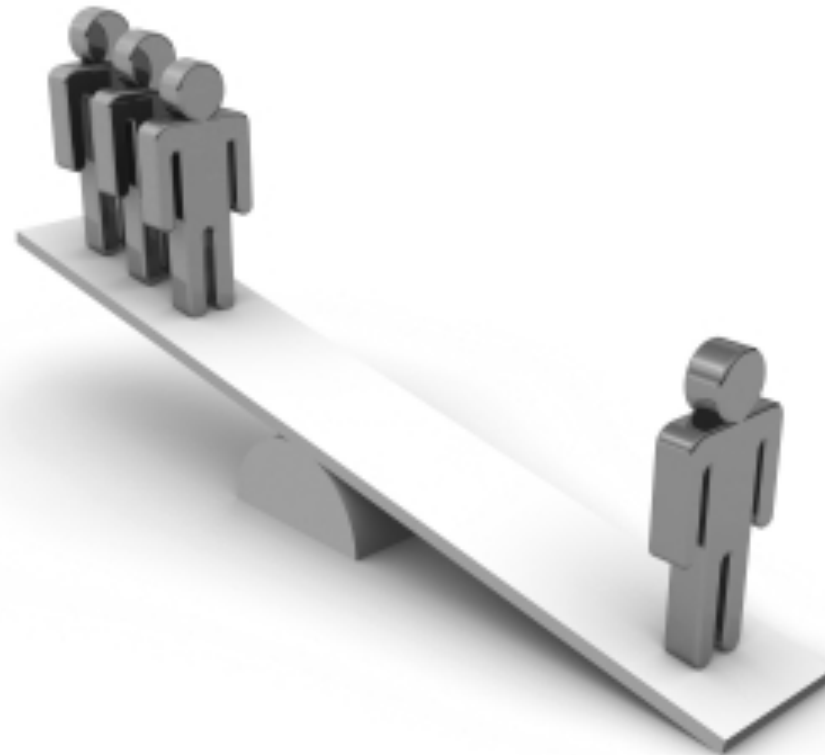
- Change your mindset.
- Life is 10% of what happens and 90% of how you react to it.

Negative Example	Positive Example
I can't do all this work today.	I will do my best to get this work done today.
You did that wrong.	We can make improvements.
This person is so difficult. I wish I didn't have to work with him.	I'm glad I have the opportunity to work with this person today. If I am calm and responsive, our meeting will go well.
This is going to be a bad day.	I'm hopeful the day will be a good one.
I have to go to work today.	I get to go to work today!

What Leaders Do



The toughest person to lead is yourself.



Learn Followership

Defining Moments

Define Your Leadership



- Ground breakers
- Heart breakers
- Cloud breakers
- Chart breakers

At every defining moment, ask yourself one question:

What did you learn?

Step One:

who

who

who

who

WHO

who

wh
o

who

ARE

who

who

wh
o

YOU

Know YOURSELF

Step Two:



Change YOURSELF

Step Three:



Forget **YOURSELF**

The Best Leaders Are Active Listeners



To See How the Leader Is Doing

Are the people...

FOLLOWING

CHANGING

GROWING

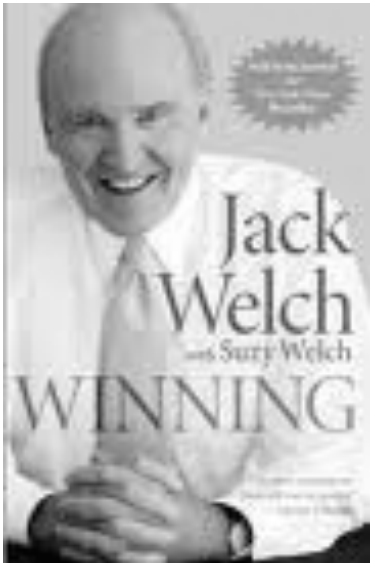
SUCCEEDING



Look at the People

A Leader's First Responsibility Is to:

According to Jack Welch, the CEO of all CEOs...



Six Rules for Leadership

1. Control your destiny; or someone else will.
2. Face reality as it is, not as it was or as you wish it were.
3. Be candid with everyone.
4. Don't manage; lead.
5. Change before you have to.
6. If you don't have a competitive advantage, don't compete.

Keep Your Mind on What Matters

80% of traffic jams

**80% of beer
consumed**

80% of participation

80% of the time

80% of profits



20% of customers

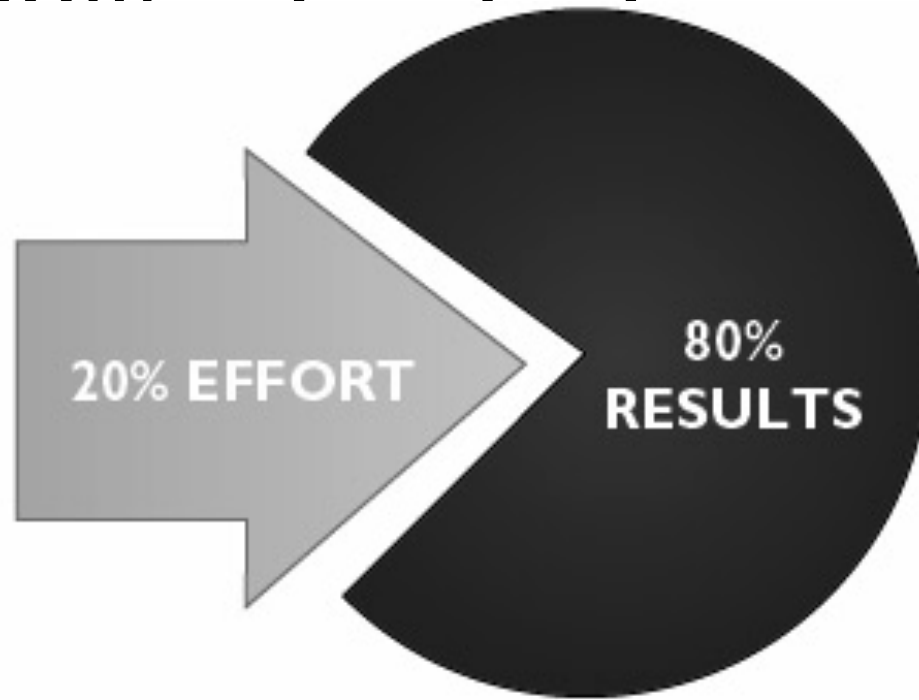
**20% of clothes
worn**

20% of students

20% of drinkers

20% of roads

Keep Your Mind on What Matters



remaining 80%!!!



The Pareto Principle (80/20 Rule)

Mistakes are Learning Opportunities

The leader is the one who climbs the tallest tree, surveys the entire situation, and yells, "Wrong jungle!"

- Stephen Covey



Don't Manage Your Time...



Manage Your Life!

Leaders Distinguish Themselves During Tough Times



The Tough Call Demands Risk

Keep Learning to Keep Leading



Invest In Yourself First.

Be a Connector, Not Just a Climber



- Think Horizontal
- Focus on Relationships
- Value Cooperation
- Seek Partnerships
- Build Consensus



- Think Vertical
- Focus on Position
- Value Competition
- Seek Power
- Build Their Image

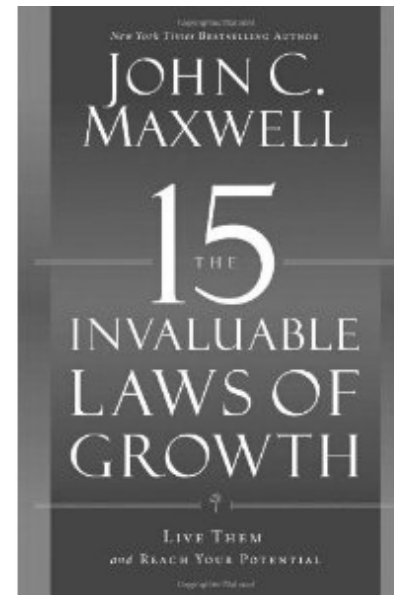
“We cannot become what we need by remaining what we are.”

- *John C. Maxwell*

15 Laws Message

To discover your own purpose and potential, you need to grow in the following areas:

1. Self-awareness
2. Character
3. Skills
4. Relationships
5. Spiritually



Overview of 15 Laws

1. **The Law of Intentionality** - *Growth Doesn't Just Happen*
2. **The Law of Awareness** - *You Must Know Yourself to Grow Yourself*
3. **The Law of the Mirror** - *You Must See Value in Yourself to Add Value to Yourself*
4. **The Law of Reflection** - *Learning to Pause Allows Growth to Catch Up with You*
5. **The Law of Consistency** - *Motivation Gets You Going; Discipline Keeps You Growing*

Overview of 15 Laws

6. The Law of Environment - *Growth Thrives In Conducive Environments*
7. The Law of Design - *To Maximize Growth, Develop Strategies*
8. The Law of Pain - *Good Management of Bad Experiences Leads to Great Growth*
9. The Law of the Ladder - *Character Growth Determines the Height of Your Personal Growth*
10. The Law of the Rubber Band - *Growth Stops When You Lose the Tension Between Where You Are and Where You Could Be*

Overview of 15 Laws

11. The Law of Tradeoffs - *You Have to Give Up to Grow Up*

12. The Law of Curiosity - *Growth Is Stimulated by Asking Why*

13. The Law of Modeling - *It's Hard to Improve When You Have No One Else but Yourself to Follow*

14. The Law of Expansion - *Growth Always Increases Your Capacity*

15. The Law of Contribution - *Growing Yourself Enables You to Grow Others*

The Law of Modeling

It's Hard to Improve When You Have No One Else but Yourself to Follow.



The Law of Modeling



The Law of the Mirror

You Must See Value in Yourself to Add Value to Yourself.



The Law of Contribution

Growing Yourself Enables You to Grow Others.



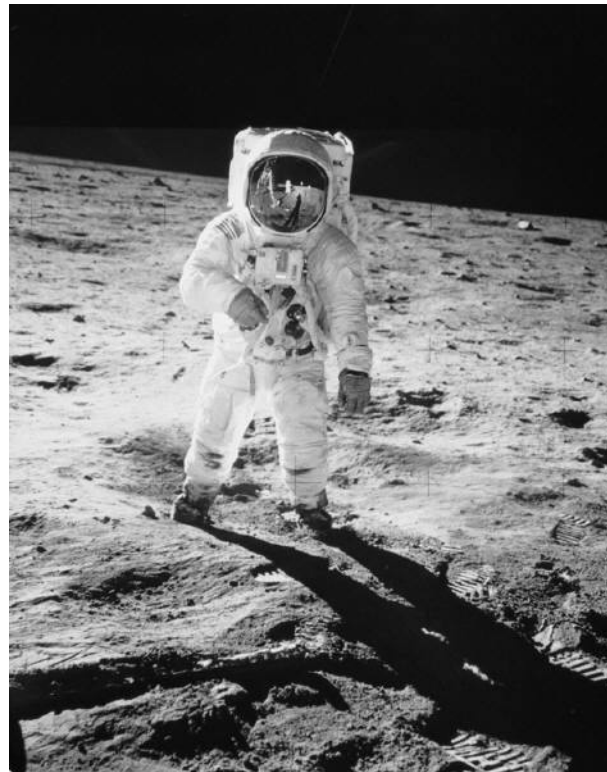
The Law of the Rubber Band

Growth Stops When You Lose the Tension Between Where You Are and Where You Could Be.



The Law of Curiosity

Growth Is Stimulated by Asking Why.



The Law of Tradeoffs

You Have to Give Up to Grow Up.

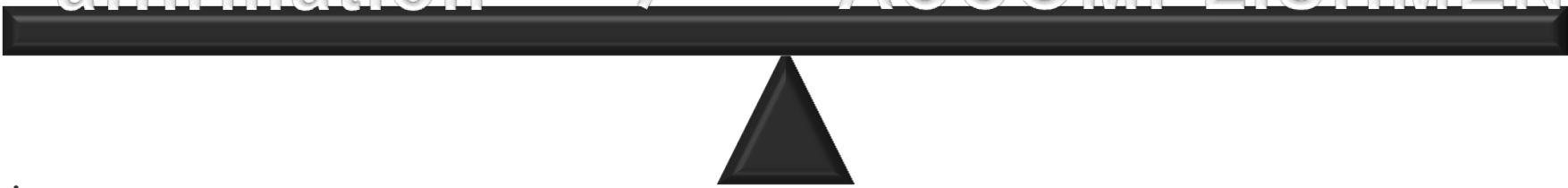
The Law of
Trade **UPS!**



For Everything You Gain, You Give Up Something

Spiritual work
first half *addition*
acceptable
quantity of life
immediate pleasure
exploration
financial gain
security
affirmation

SPIRITUAL WALK
SECOND HALF
MULTIPLICATION
EXCELLENT
QUALITY OF LIFE
FOCUS
PERSONAL GROWTH
POTENTIAL
SIGNIFICANCE
ACCOMPLISHMENT



Ten Tradeoffs Worth Making

Never Work a Day In Your Life

Accomplish

Attempt

Meet

Feel

Motivate

Believe

Lead



Passion is the key to potential.

Mark Twain's 9 Tips for Living an Awesome Life

1. Approve of yourself.

2. Your limitations may just be in your mind.

3. Lighten up and have some fun.

4. Let go of anger.

5. Release yourself from entitlement.

6. If you're taking a different path, prepare for reactions.

7. Keep your focus steadily on what you want.

8. Don't focus so much on making yourself feel good.

9. Do what you want to do.

People Will Summarize You in One Sentence; Pick it Now.



Determine your legacy today

Thank You!

Presentation and handout will be available at
<http://gabrielleconsulting.com/jmileadership2013>

Want to see what we are all about?

FREE Lunch and Learn

Everyone Communicates, Few Connect

Thursday 14 November 11:30am-12:45pm

<http://pluggedinleadership.com/freeleadershiplunch.html>

