

Top 1% Leadership

Get people to *want* to do what is needed

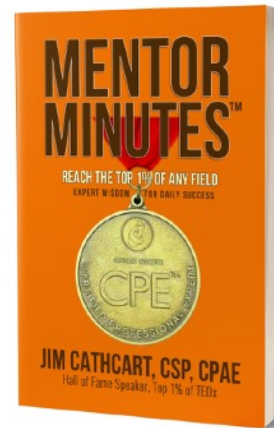
Think Like A Start Up, Lead Like A Pro! Start Up (Again) with the enthusiasm and focus of a new entrepreneur. The main challenge of leadership is not a skills challenge; it is a **motivation** challenge. Getting people to want to do what needs to be done. That is the main job of a leader.

Purpose

- Give people the confidence to press forward despite uncertainty or challenges.
- Show people how to take the lead and keep it.
- Empower them to lead themselves and to help others grow.

What Audiences Learn

- **Ground-Level Leadership**, getting things done
- How to leverage your connections into assets.
- How to rethink your business, your customers & yourself.
- The critical variables: What you know & what you contribute.
- The Mastery Grid:
Purpose & Contribution = Fulfillment.
- How to be a thought leader in your field.
- Mindset: Rethinking the purpose of business (To make life better for people, profitably).
- Mindset: Rethinking the purpose of sales (To build a profitable clientele).
- Mindset: Rethinking the purpose of management (To help people be productive and grow).
- Mindset: Rethinking the purpose of great service (To increase the satisfaction).



-
-
-
-
-
-
-
- How the way you think about work shows up in your output.
- Lead with your heart, but guide with your head.
- Know the motives behind the motivation.
- The importance of keeping people in the right frame of mind.
- 336 ways to get people to do what is needed.
- Achieving Ph Balance: Profits High & People Happy.

Time Frames

- Speech: 20-60 minutes
- Seminar: up to 3 hours
- Workshop: up to 6 hours or 2 days

Applications

For Managers, Owners, Leaders & Sales Professionals

- Coping with Change & Challenge
- Self-Leadership
- New Strategies for a New Economy