



From the Leadership / Effective Management Series:

TAKE A MULLIGAN — REMEMBER THE DRIVER! **“How to Develop Followers into Future Leaders”**

You may be a leader but who is training your followers? Your ability to motivate others depends on whether people buy into the strength of your own character in eight areas. Can you effectively coach and mentor people so their talent is maximized? What kind of return on your investment are you really getting? Leadership challenges you to develop future leaders to help increase your organization's competencies. We all know individuals win trophies but teams win pennants. Examine the four disciplines needed to build a strong cohesive leadership team.

In this program, you will learn:

- ★ What behaviors are a turn off and what you can do about it
- ★ How to deal with conflict and turn difficult workers into plusses
- ★ Why silos don't work in an organization
- ★ How your personal and professional passions can be used to fulfill your vision for teamwork among your colleagues, co-workers and family
- ★ The difference between hearing and listening
- ★ How assumptions and judgments kill effective communication
- ★ How to give feedback that contributes to others
- ★ How to have more expansive conversations that build partnerships
- ★ How to better understand why people act the way they do so you can increase rapport with others
- ★ How creativity and productivity are not mutually exclusive.

“To listen is an effort, and just to hear is no merit. A duck hears also.”

Igor Stravinsky, music composer

“It is not the critic who counts; not the man who points out how the strong man stumbles or where the doer of deeds would have done them better. He credit belongs to the man in the arena whose face is marred by dust and sweat and blood, who strives valiantly ... who knows the great enthusiasms, the great devotions, who spends himself on a worthy cause; who at best knows in the end the triumph of high achievement and who at the worst if he fails, at least fails while daring greatly so that his place shall never be with those cold timid souls who have ... know neither victory nor defeat.”

Theodore Roosevelt, Paris 1910 enroute to Norway to accept the Nobel Peace Prize