

“Leading Others”

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“Leadership” is not a ‘sometime thing’. It is an ‘all the time thing’. Everyone is a leader. So, be a good one. Think about these things:

- Your personal sphere of influence (home, work, friends)
- Setting a good example
- Aspiring to greatness (always improving)
- Think positively
- See the sizzle, then sell the sizzle
- Hear also with your heart (be sensitive)
- Exude confidence
- Rely upon others (but always have an effective backup plan ready for immediate implementation)
- Behave professionally, personally
- Internalize your sales pitch (draft, read, rehearse, repeat-repeat-repeat)
- Look like a leader (hygiene, grooming, attire, sparkling clean vehicle)
- Be distinctive in some way (i.e. bow tie, shined shoes, charming smile, flower in lapel, individualized license plate, use of goodwill builders, final words, motivational / spiritual items...cards, calendars, etc.)
- Back your people ~ take the blame for them
- Practice the Golden Rule
- Be firm but fair (w/ yourself & w/ others)