

## Leadership

A leader combines the vision and curiosity of a dreamer with the practical engineering of a builder. A leader is goal directed, looking forward with anticipation toward the attainment of measurable outcome goals. **A leader is a person who sets goals and achieves results.** Goals give an effective leader meaning and purpose and serve as a continuous source of motivation in pursuit of organizational and individual success.

While many books have been written about leadership, it remains for many a misunderstood and elusive quality. The capacity for leadership exists in everyone, but most people never take the time to develop it. Leadership is determination, courage, confidence, and **the ability to get results!**

### The Process

This Leadership Development process is a structured, open-ended pragmatic approach to leadership growth. It is a process designed to help individuals develop the attitudes, skills, and qualities necessary for personal and organizational leadership.

### Three Essential Elements

#### **Attitude Development:**

In order to create an environment of positive attitudes and possibility thinking, it is important for a leader to understand where and

how attitudes are formed and how those attitudes can be changed.

#### **Interpersonal Skills:**

Much of what a leader is involved in, and therefore accomplishes, involves other people. To be effective in this continuous challenge it is important to learn, understand, and use interpersonal skills effectively.

#### **Goal Setting:**

Leadership, among other things, is the process of providing organizational direction and accomplishing necessary objectives. The goal accomplishment model provides the tools and process necessary to achieve more goals, more often, in order to maximize results and outcomes.

### Critical Issues Covered in this Process

- Leadership and You
- Tapping Your Hidden Potential
- Motivation
- Personal and Organizational Goal Setting
- Roadblocks to Success
- Creative Power and Visualization
- Managing Your Time
- Communication
- Delegation
- Decision Making and Problem Solving

### The Results are Measurable

- Being More in Control of Your Future
- Increased Revenue
- More Personal Time and Freedom
- A Clear, Focused Direction
- Enhanced Leadership Ability
- Creating a Vision for Personal Direction and Decision Making

***“A leader creates his or her own future and drives the future success of an organization.”***

### 8-10 Development Sessions

The group of participants will meet weekly for 8 to 10 weeks depending on your needs. Each session will be approximately 2 hours in length. This process enables participants to “develop” since they will have application and practice time between sessions. Each session will end with specific goals and action steps to be accomplished by the next session.

### 3 Follow-Up Sessions

The group will meet quarterly for the three quarters following the last session. Participants will present progress reports on their individual and organizational goals. If needed, additional content may also be part of these sessions.