

Zero to Success in '17

Getting in Gear for a Great Year of Leadership



Michigan REALTORS
ACHIEVE CONFERENCE



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Detroit, MI
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"I think it's very difficult to lead today when people are not really truly participating in the decision. You won't be able to attract and retain great people if they don't feel like they are part of the authorship of the strategy and the authorship of the really critical issues. If you don't give people an opportunity to really be engaged, they won't stay."

Howard Schultz, Starbucks - Lessons From the Top: The Search for America's Best Business Leaders

I. Riding Down Memory Lane

II. What is Leadership?

a. Seven Elements of Leadership *(according to Seth Godin)*

Leaders...

...challenge the _____

*...create a _____ around their _____ and _____
_____ in that culture*

*...have an extraordinary amount of _____ about the world
they're _____*

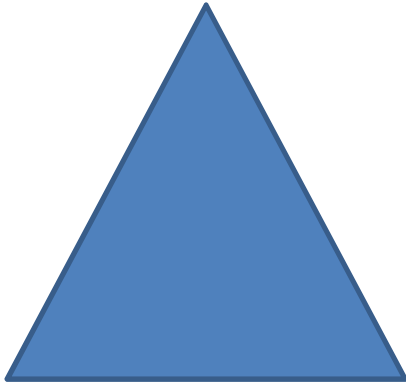
...use _____ to attract and motivate _____

...communicate their _____ of the _____

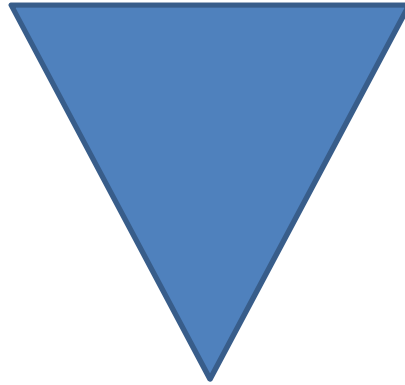
*...commit to a _____ and make _____ based on that
commitment*

..._____ their _____ to one another

Rights



Responsibilities



b. Welcome to Leadership *(according to John Maxwell)*

You will have to _____ a _____

You will have to _____ other _____ to _____

*You will have to _____ some _____ for
the sake of others*

*You will have to _____ and do things
you've _____*

*You will have to keep _____ and _____ when you
don't feel like it*

You will have to repeatedly put _____ of yourself

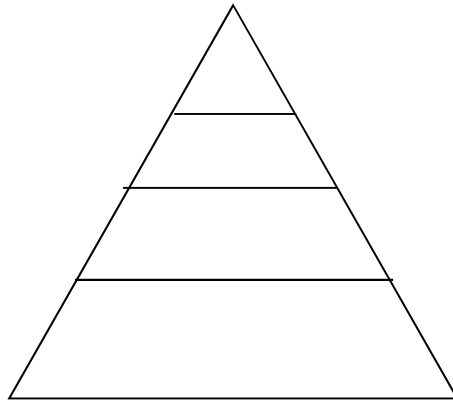
*You will have to do these things _____ or
_____*

III. Building the Results Pyramid

Just ***doing*** things doesn't always ***do*** things

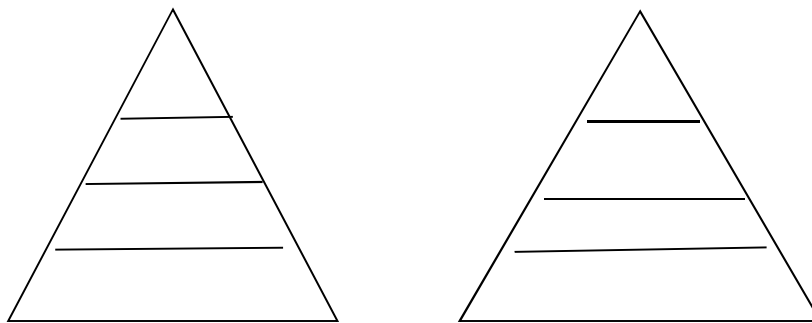
Activity - _____ people take that _____ to _____

Results – The _____ or _____ outcomes that results from
_____ (or not _____)



What do you need to _____ or _____ to achieve
_____ from your sphere of influence?

We cannot get new or better _____ without first changing our _____



Either you manage your _____ or it will _____ you.

“Life is built on choices, not chances”

- John G. Miller

3 Rules for a QBQ!

- 1.
- 2.
- 3.

It's all about alignment

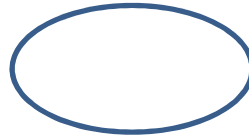
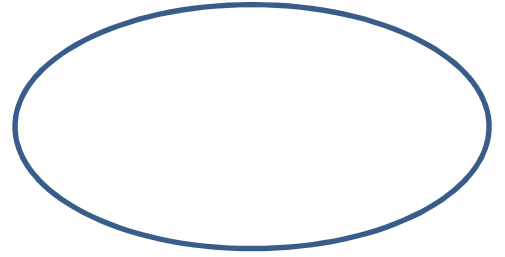
“Complyment vs. Complete Alignment”

IV. Five Traits for Success in '17

- Trait #1:** You must have _____
- Trait #2:** You must have _____
- Trait #3:** Become a great _____
- Trait #4:** You must be good at _____
- Trait #5:** You must have _____

Our Belief Boundaries

X



V. A Leadership Self Analysis

1.	1	2	3	4	5	6	7	8	9	10
2.	1	2	3	4	5	6	7	8	9	10
3.	1	2	3	4	5	6	7	8	9	10
4.	1	2	3	4	5	6	7	8	9	10
5.	1	2	3	4	5	6	7	8	9	10
6.	1	2	3	4	5	6	7	8	9	10
7.	1	2	3	4	5	6	7	8	9	10
8.	1	2	3	4	5	6	7	8	9	10
9.	1	2	3	4	5	6	7	8	9	10
10.	1	2	3	4	5	6	7	8	9	10
11.	1	2	3	4	5	6	7	8	9	10
12.	1	2	3	4	5	6	7	8	9	10
13.	1	2	3	4	5	6	7	8	9	10
14.	1	2	3	4	5	6	7	8	9	10
15.	1	2	3	4	5	6	7	8	9	10
16.	1	2	3	4	5	6	7	8	9	10
17.	1	2	3	4	5	6	7	8	9	10
18.	1	2	3	4	5	6	7	8	9	10
19.	1	2	3	4	5	6	7	8	9	10
20.	1	2	3	4	5	6	7	8	9	10

VI. Traffic Laws Strictly Enforced



The Law of _____

Thoughts from Tribes by Seth Godin

“Leadership is about _____ that you _____ in”

It takes two things to turn a group into a “tribe”

1. A _____
 2. A _____ to _____
- The easiest thing to do is _____
 - The second easiest thing to do is _____
 - But the hardest thing to do is _____

How do leaders increase the effectiveness of the tribe and its members?

1. Transform the shared interest into a _____ and _____ for _____
2. _____ to allow members to tighten their _____
3. _____ the tribe to allow it to gain new _____

VII. Let’s Grab the Keys

•
•

VIII. Getting in Gear

“The great thing in the world is not so much where we stand, as in what direction we are moving.”

Oliver Wendell Holmes

P _____

a. "Picturing" what's ahead

b. Safety Check – *Servicing the Engine that Drives Us*

The 5 Keys to Accountability

1. Accept candid _____
2. Don't waste time and energy on _____ you _____

3. _____ yourself _____ towards _____ it is that
you're doing
4. Acknowledge and accept all _____ and _____ and meet
them head on
5. Be able to _____ your own _____ ... even if
they are _____ than what you _____



The Law of _____

R _____



The Law of _____

a. What's on your map?

b. What are your roadblocks?

N _____

On dealing with _____

"You can always tell you're on the road to success because it's uphill all the way"

Paul Harvey



The Law of _____

What gives you energy?



The Law of _____

D _____

Obligations vs. Opportunities

Each day you have opportunities to:

-
-
-
-
-
-

The biggest _____ that may appear today

- 1.
- 2.
- 3.
- 4.
- 5.

The biggest _____ that may appear today

- 1.
- 2.
- 3.
- 4.
- 5.

a. How do we design...?

How can we make sure that people's peak and end is _____, _____ and _____?

b. P.R. Awareness

Today's meaning of P.R.

-
-
-



L _____

"Is there a plan or are you just driving? You want to be in the driver's seat of your own life, or life will just drive you."

Oprah Winfrey



The Law of _____

Resume Skills

vs

Leadership Skills

Sean's Recommended Reading List

- ✓ QBO! – John Miller
- ✓ Tribes – Seth Godin
- ✓ Linchpin – Seth Godin
- ✓ Poke the Box – Seth Godin
- ✓ Trust Agents – Chris Brogan & Julien Smith
- ✓ Delivering Happiness – Tony Hsieh
- ✓ Setting the Table; *The Transforming Power of Hospitality in Business* – Danny Meyer
- ✓ The Fred Factor – Mark Sanborn
- ✓ The Difference Maker – John A. Maxwell
- ✓ The Good Life Rules – Bryan Dodge
- ✓ Predictably Irrational – Dan Ariely
- ✓ Contagious; Why Things Catch On – Jonah Berger
- ✓ A Whole New Mind – Daniel Pink
- ✓ Drive; *The Surprising Truth About What Motivates Us* – Daniel Pink
- ✓ Switch; *How to Change Things When Change is Hard* – Chip & Dan Heath
- ✓ The Referral Engine – John Jantsch
- ✓ The Conversion Code – Chris Smith
- ✓ Blink! – Malcolm Gladwell
- ✓ First Break All the Rules – Marcus Buckingham & Curt Coffman
- ✓ Now, Discover Your Strengths – Marcus Buckingham & Donald Clifton
- ✓ Really Important Stuff My Kids Have Taught Me – Cynthia Copeland Lewis
- ✓ #AskGaryVee – Gary Vaynerchuk
- ✓ Integrity Selling for the 21st Century – Ron Willingham
- ✓ The Alchemist – Paulo Coelho
- ✓ Think & Grow Rich – Napoleon Hill
- ✓ The Complete Calvin & Hobbes – Bill Watterson



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