



# **The Leader of YOU**

introduction...

# Joseph Rosales

*Founder and CEO*

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*Optimizing the performance of people and businesses*

thank our host...

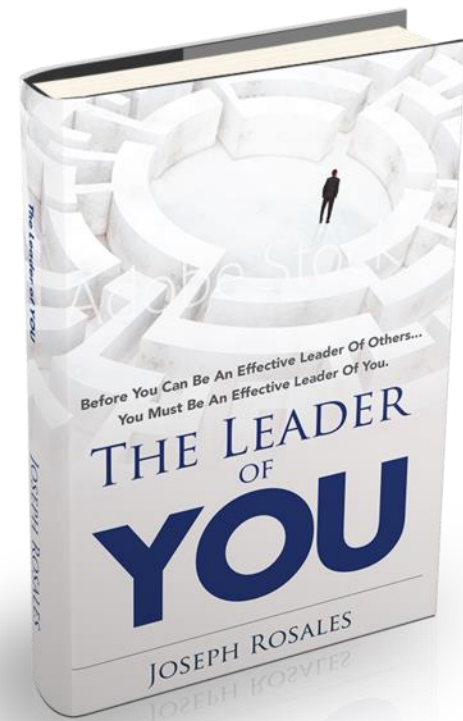


Robert Theobald  
Lisa Willard

# our agenda...

## The Leader of YOU

- Leadership Mindset
- Leadership Blind Spots
- Leadership Essentials
- Language of a Leader
- Legacy of a Leader



**Knowledge on its own  
does not change behavior**



**What translates  
knowledge into results?**

***ACTION***

# Leadership

*essential to the success of any endeavor  
be it business, sports, religion,  
science, political, or community*

*we are doing business and living our lives  
in uniquely challenging times.*

**What percentage of leaders  
are born verses developed?**

*Thousands of leaders surveyed:*

**15% born      85% developed**

# the definition of leadership...

***The ability to influence, inspire and motivate people in such a way that wins their confidence, respect and cooperation to achieve common objectives.***



# group discussion...

## **Management Challenges**

*what are your top leadership challenges?*



# Leadership Mindset



# Leadership Blind Spots



# Leadership Essentials



# Leadership essentials...

- **Vision** – a vision without a plan is just a dream
- **Clarity** – clarity helps you to remain focused and on track
- **Commitment** – YOU must be committed if you want others will follow



# Leadership essentials...

- **Consistency** – a key to accomplishing more in business and life
- **Communication** – communication starts with listening and ends with feedback
- **Collaboration** – no one knows everything



# Leadership essentials...

- **Respect** – a powerful motivator/demotivator
- **Empathy** – a leader needs to understand and care
- **Patience and Tolerance** – no one is perfect...not even YOU



# Leadership essential...

## **Accountability**

**leaders are accountable  
and take responsibility**





# Language of a Leader



# Legacy of a Leader

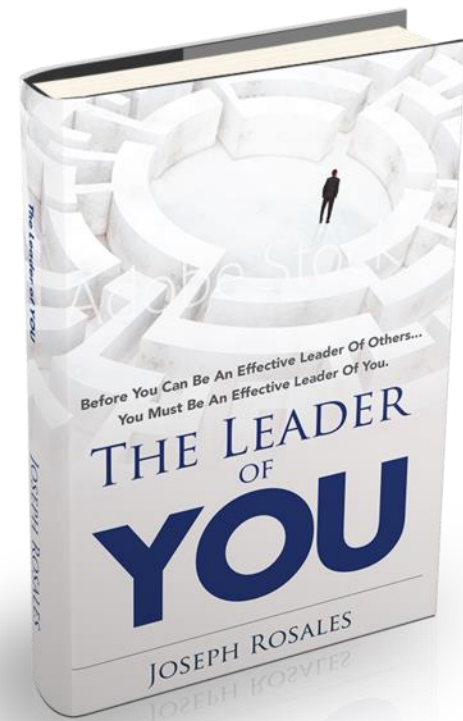




# Wrap up...

## The Leader of YOU

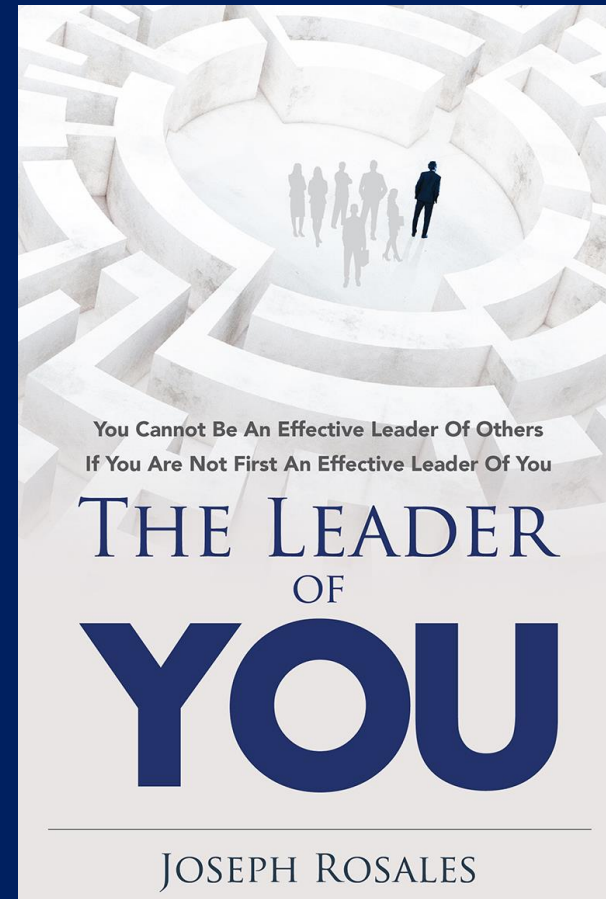
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**What 3 things you will start doing  
immediately to become an even more  
effective Leader?**

**WRITE THEM IN YOUR OWN WRITING AND  
COMMIT TO GETTING STARTED NOW**

- Leadership Reflection
- Leadership Blind Spots
- Leadership Perspectives
- Leadership Mindset
- Leadership Styles
- Leadership Intelligence
- Leadership Essentials
- Leadership Communication
- Language of a Leader
- Legacy of a Leader



[www.theleaderofyou.com](http://www.theleaderofyou.com)

eBook – printed book – digital course

# A gift for attending today...

Text the word: **Leadership** to: **77948**

1. Receive the article: **Fixed and Growth Mindset.**
2. **Enter to win a digital course: The Leader of YOU**  
Every person who text will be entered into the drawing and we will randomly select **one winner** on Friday of this week. Course is valued at: \$397.00
3. Everyone else who text by Friday will receive a 20% discount on the digital course and will be given lifetime upgrades. (available October 30<sup>th</sup>).

**Check our weekly program on  
Linked-In and YouTube:**



***Business in  
the New Normal***





# How to connect...

- [jrosales@theperformancegroupaz.com](mailto:jrosales@theperformancegroupaz.com)  
no obligation 30 minute strategy call
- visit our website at:  
[www.theperformancegroupaz.com](http://www.theperformancegroupaz.com)



# Thank you...



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*Optimizing the performance of people and businesses*