



The Staver Group

Presents

LEADERSHIP ISN'T FOR COWARDS

www.TheStaverGroup.com
It's all about results...your results!

Three things you must do as soon as you get back to the office

1. Manage anxiety
2. Insist on focus
3. Communicate constantly

Manage Anxiety:

The Model

What's the _____ thing that could happen?

What's the _____ thing that could happen?

What's the _____ _____ thing that could happen?

What will we do if the _____ thing happens?

What will we do if the _____ thing happens?

What will we do if the _____ _____ thing happens?

Insist on Focus

High Gain Activity:

The one activity, that if you did it **ALL** the time would have the most profitable and productive impact on your business.

- Your high gain activity:

 - Percentage of time currently:

 - Percentage of time desirable:

 - The difference:
1. What would you have to believe in order to increase the percentage of time in that activity?

 2. What would you have to do to increase the percentage of time in that activity?

Communicate Constantly

Communicate to everyone (preferably in person)

- The state of the company
- The four critical success factors
- Your vision
- A balance between cutting expenses and hope

Give people clear and compelling answers

- What do you stand for?
- What does your company stand for?
- What they should expect?

Three pitfalls of all leaders:

The need to be right

Cure

The need to be in control

Cure

The need to be all things to all people

Cure