

"Your material will change our organization in a positive way more than anything else we have done"
G. C. General Manager

Drew Laughlin's *ACCOUNTABILITY* **STRATEGIES**

"Succeeding within the Box!"

Special Report

"10 Critical Leadership Mistakes and How to Avoid Them."

You want to be an effective leader? Don't make these mistakes!

Leadership is an art form. Even though some people are "born" leaders it is an attribute that can be learned. However, to be a truly effective leader sometimes it is more important to know what not to do than what to do.

Your goal today is to relate to the following material and discover how you can become the best leader YOU can be, no matter what level of position you hold in your company.

Successful Leaders do not make the following mistakes:

"Power Hungry"

Do you know a "leader" who says and does crazy things that you know they do just because they can? Well, isn't that silly.

They bring very little to the table to move the team forward and bring morale up. In fact, power hungry leaders do the opposite. It makes people NOT want to work for them.

If you're one of these types, try checking your ego at the door and stop "bossing" your people around.

2. Can't or Won't Delegate Responsibility

They must do everything themselves. Yea right!

"I empower you. But you must check with me before you do anything substantial." Do this to me more than once and I'm as de-motivated as the come.

Have faith and confidence in your people. Allow them to do their job and even make mistakes. That's how we all learn.

3. Lack of Industry/Product Knowledge

Nothing is scarier than when a sales rep or technical person is speaking with a customer and they don't know what they are talking about!

What happens when that person is a leader of a team? That's right, poor results all the way around.

Be an expert in your field and spend whatever time is necessary to master your products, services and industry that you're in.

4. Unwilling to Lead By Example

"Do as I say not as I do." That statement is no longer good enough.



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*“Do as I say not as I do.”
Is no longer a
leadership style!*

To be a great leader you must be willing to get your hands dirty and show your people how it's done when the circumstances warrant it.

5. Unwilling to Adapt to Change

Sorry folks, change is inevitable. It will always be there and it will always happen.

You must first be willing to accept that things will always change and you must be willing to make the best of it. If you can do that and do it with integrity and a positive frame of mind, congrats you're on your way to becoming a top-notch leader.

6. Won't Accept Others Ideas

“Must I do everything myself?”

“Of course not. Just give me a chance. I have great ideas and I want you to hear them.”

Try listening to the ones around you. But you must do it with an OPEN MIND.

7. Blaming Others

Oh boy. This is an entire subject all it's own. If you really want to be the greatest leader ever, take personal responsibility for your actions.

It's okay. In fact, it's quit fulfilling to say, “Sorry, I made a mistake and it won't happen again. I learned from it and will prevent it from happening again by doing _____.”

8. Not Watching Their Teammates Back

When it comes down to the nitty gritty and the head honchos are wanting answers you must be the “leader” that has your teammate's back.

If you can't, with confidence, stick up for your teammate(s), you must look in the mirror and ask yourself, “What could I have done to en-

sure our success with this project?” And definitely do not place blame on someone else.

9. Taking Credit for Others Ideas

This goes along with number 10 below. But if you don't have the confidence in yourself to give credit where credit's due, then I truly believe, “What goes around, comes around.” And soon enough you'll be found out.

10. Not Surrounding Themselves with Good People

Tom Osborne (the tremendously successful former head coach of Nebraska football) once said that his key to success was surrounding himself with good people and allowing them to do their job.

To me, as a leader, this is the most important point. You must have the confidence in the people around you to do their job right, let them do their job and in-turn praise them for a job well done.

It just makes sense!

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