

WELCOME &

THANK YOU



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**DOES YOUR ORGANIZATION
HAVE A MISSION STATEMENT?**



Every organization has a mission statement, but only the great ones have people who are on a mission.

Build High Performance Teams



**“Life is 10%
of what happens to
you AND
90% how you
react to it”**

"Tim Grover was by my side for fifteen years, and knows more than anyone about building winners. This book is essential for those who want to be the best at whatever they do...and are willing to pay the price to get there." —MICHAEL JORDAN

THE UNFORGIVING RACE TO GREATNESS

WINNING

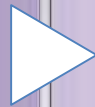


TIM S. GROVER

BESTSELLING AUTHOR OF *RELENTLESS*

WITH SHARI LESSER WENK

How do
you define
success?



How do
you know
when
you're
being
successful?



How do
you help
your
people
define
success?

**Quit searching for
Happiness ---
Search for
Meaning & Purpose.**

**While communication is
often plentiful in an
organization,
good communication
is rare!**

70% of work mistakes are due to poor communication





What is
good communication ?



Good Communication

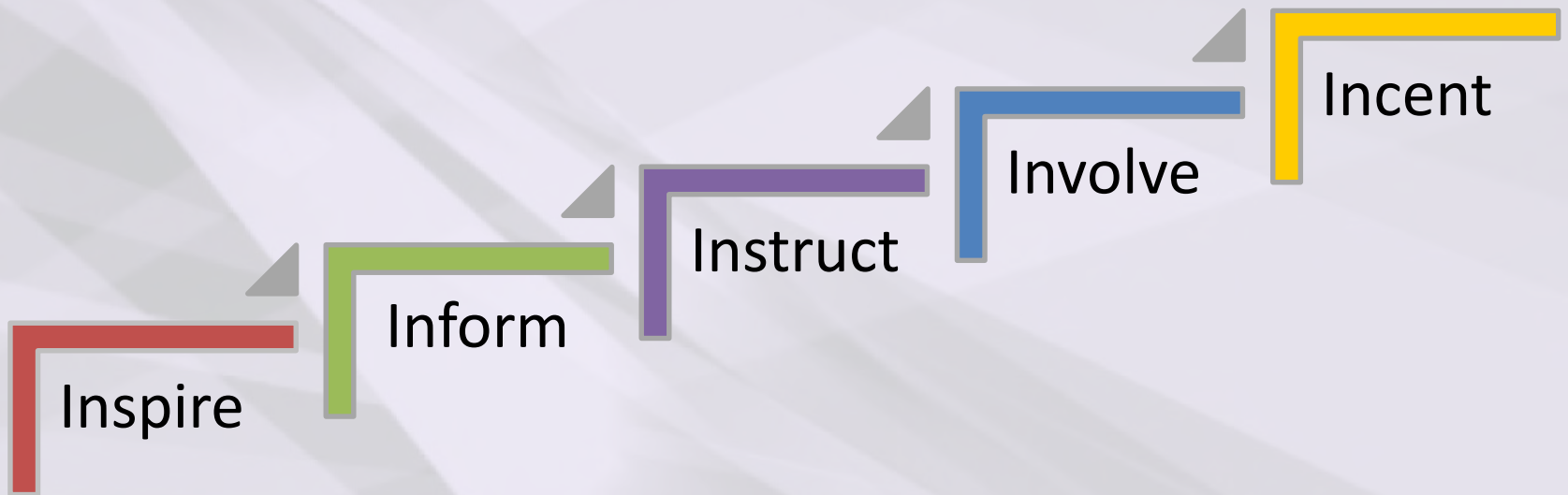
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Clarity & Alignment

EMPLOYEE ENGAGEMENT

is the emotional
commitment an
employee has to the
organization and its goals.

The 5 I's of Employee Engagement





What is LEADERSHIP?





**ARE YOU A LEADER OR ARE
YOU A MANAGER?**



(exercise)

“Leadership would
be easy if it wasn’t
for People”

The Biggest Challenge in Leading any Team...

Is knowing when to push, when to hug, when to cheer, when to boo, and when to kick people in the butt.

“The Great Game of Business”

Leadership = Influence

Leadership is not a Choice

ROLE RESPONSIBLE = WE INFLUENCE

POSITIVE

NEGATIVE

**How do we raise our skill of influence
as leaders and salespeople?**

Competency & Empathy

Trust is built on 5 components:

Empathy gets
you in the
door

Reliability

Competency

Integrity

Vulnerability

Remember .this

“Before people decide what they think of your message, they decide what they think of you.”

Set me up for **success**



- Clearly explain your expectations to me



- Teach me, Coach me



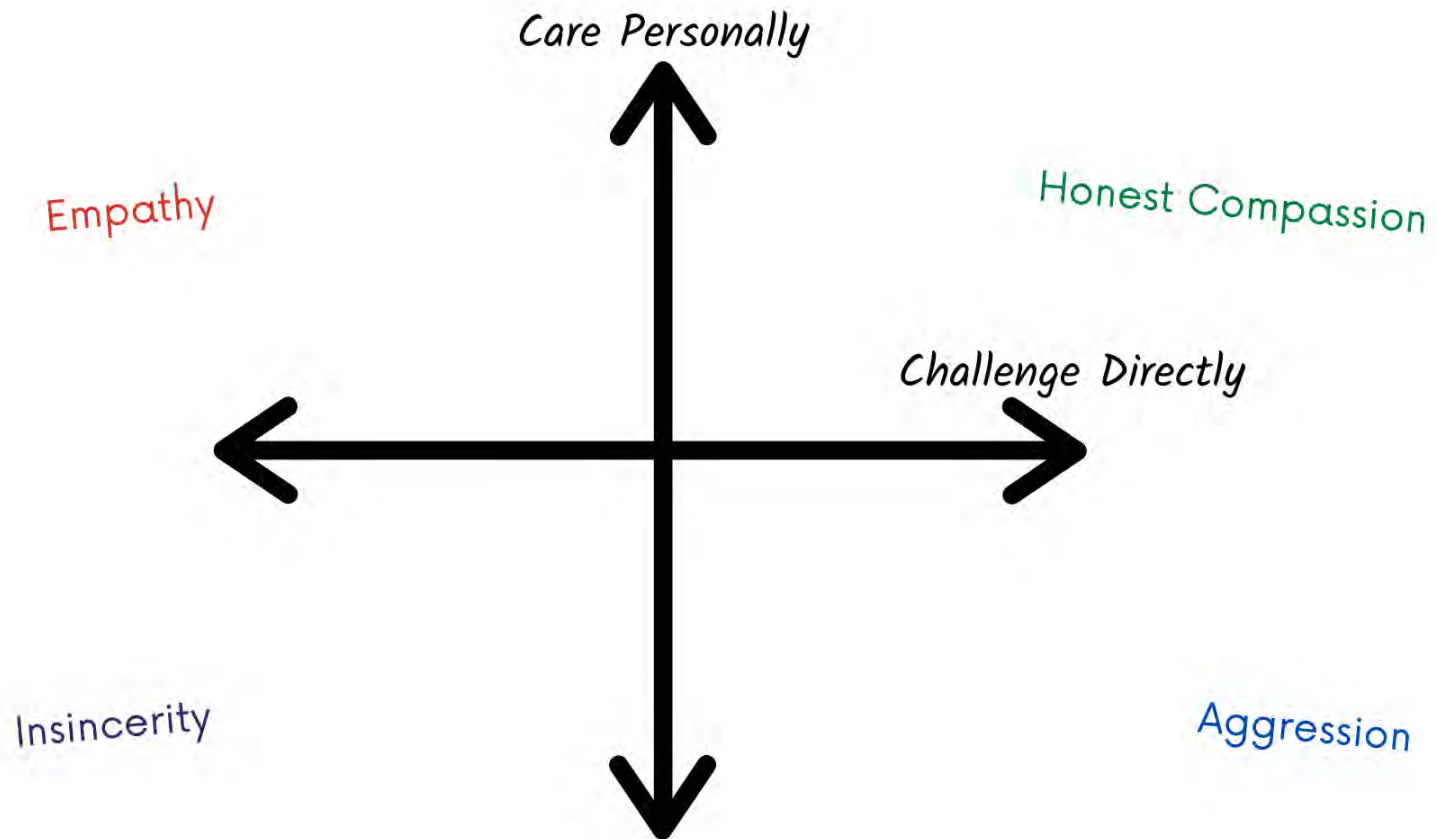
- Measure, Monitor, Align

Two Types of Feedback

Redirection

Reinforcement

The Radical Candor Framework

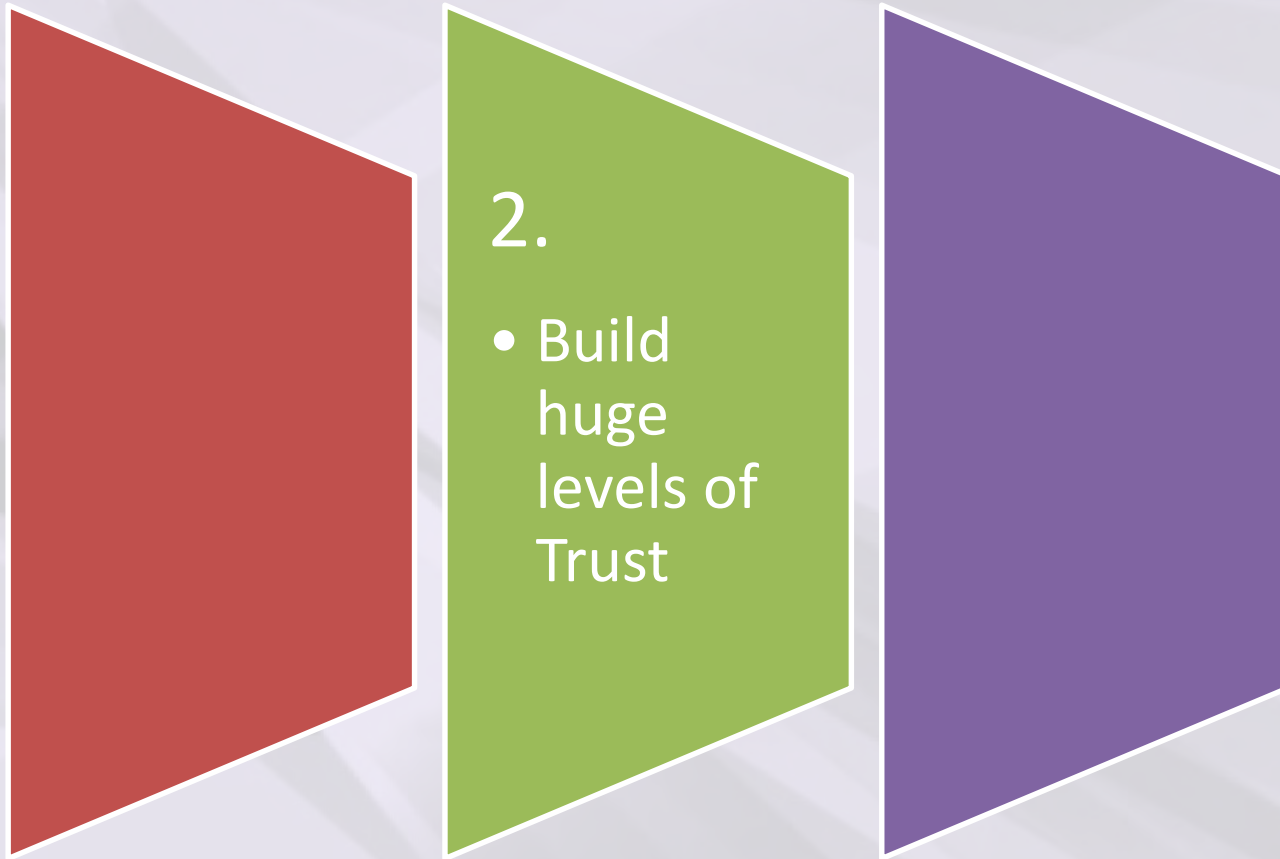


Take the Steps in Becoming a Great Leader of People:

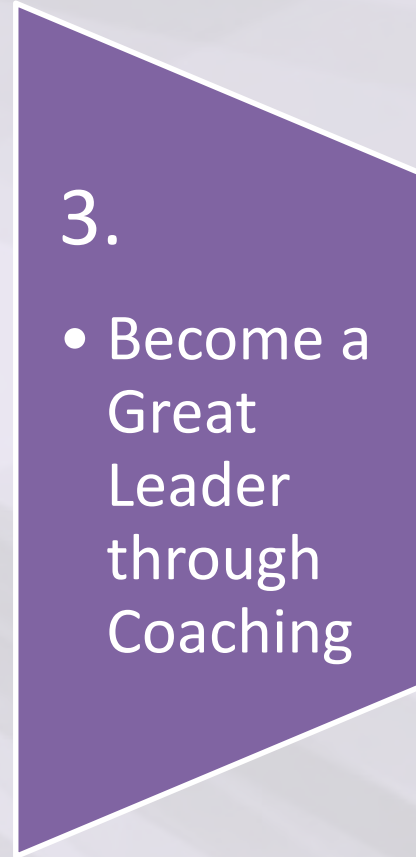
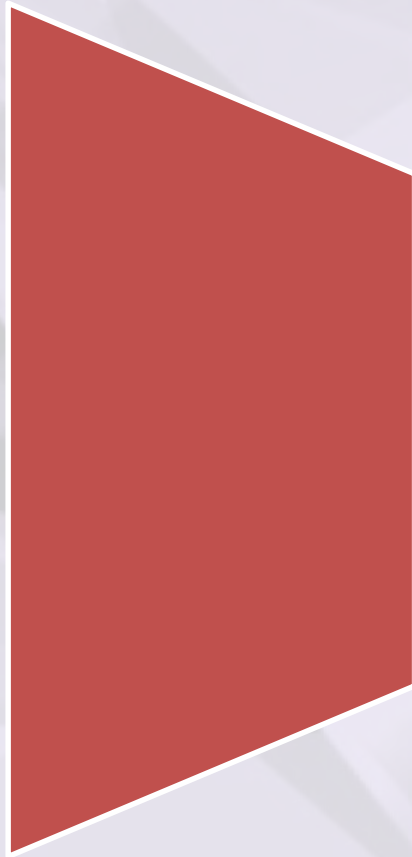
1.

- Model
- Connect
- Involve

Take the Steps in Becoming a Great Leader of People:



Take the Steps in Becoming a Great Leader of People:



Take the Steps in Becoming a Great Leader of People:

1.

- Model
- Connect
- Involve

2.

- Build huge levels of Trust

3.

- Become a Great Leader through Coaching

Build High Performance Teams



“Everyone wants to ride with you in the limo, but what you want is someone who will take the bus with you when the limo breaks down.”

-Oprah Winfrey



***If someone took control
of your life tomorrow,
what's the first thing
they would change?***

THANK YOU



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