



11 Leadership Tips for 2011

1. There is no such thing as 'it can't be done'; the way is there to be uncovered. Focus on removing barriers and freeing up thought to give others the room to discover the way.
2. Never confuse sales with implementation. Leaders who deliver outstanding results know all talk and no action won't achieve anything.
3. It is possible to change the atmosphere without being a Pollyanna. Smile at least 3 times per day and watch what happens.
4. Repeat what you've always done and you'll get what you've always got. Look, listen and learn then review what works and adjust, replace or remove the others.
5. Every one is an individual – anything else is a contradiction. Recognise, collaborate with and adapt to those individualities. There is no such thing as one size fits all in clothing or in leadership.
6. Set the scene, layout the goals then stand aside. People are hired for their skills and expertise. Let them get on with using both.
7. Standing aside is not abandonment. Be available when the request for help or advice comes. Recognise and be willing to provide both when it doesn't.
8. Show solidarity in front of others whether internal or external. Chastise, correct, realign or agree alternatives in private. Leadership works to find a resolution; it does not belittle people in public.
9. Do unto others as you would have done unto you. People are shaped by their individual experience of leadership. Pick, choose then mould a leadership style around the bits that work leaving behind those that don't.
10. To change from a ho-hum leader into one who is truly great is to create a way for others to contribute then recognise the success as their own.
11. The path to successful leadership is not easy. It's full of trial and error, triumphs and failures. Leaders we admire were all new once. Start now by putting one foot in front of the other and never stop learning.