Tough Truths

The Leadership Lessons We Don’t Talk About
Rules
@Deirdre_Maloney
Oh it matters.
Strong Leadership...

• Motivates and grows employees

• Creates loyalty (employees and clients/customers)

• Inspires and teaches others to be great

• AND...a better place to work!

• AND...financial success!
Leadership Drives Profitability

Service-Profit Chain

"Putting the Service-Profit Chain To Work, HBR, James Heskett et al, 1994"
12 Things Successful People Do Differently

1. Create and pursue S.M.A.R.T goals

2. Take decisive and immediate action

3. Focus on being productive, not busy

4. Make logical and informed decisions...
Leadership Lesson #1

The Truth About Your Politics
HERE'S THE DEAL
Great Leaders Know That Politics are *Everywhere*
Definition:

“The aggregate of relationships of people in society”
We engage in this all the time

We want...

So we...
A great work ethic alone will not get you as far as a great work ethic combined with great relationships.

Period.
Leadership Lesson #2

The Truth About What Others Think Of You
a vision for the future
The Reality
Great Leaders Aren’t Always Liked Very Much
What happened?
Yes...
But...
And...
Leadership Lesson #3

The Truth About Your Fear
Tough Truth

Every Single Person
-Even the Greatest Leader-
Is Afraid
I'm with SHAME SHAME
JUST DO IT.
Risk = Reward
Failure leads to...
They’ll figure it out
They’re still strong
And...
WHAT'S WORTH DOING EVEN IF YOU FAIL?

(FRIDAY LOVE NOTE/JULIEKESTI.COM)

-BRENÉ BROWN
FROM DARING GREATLY
Leadership Lesson #4

The Truth About Your Energy
Great Leaders Know Their Energy Matters.
A lot.
Want Energy?

Make better...!
More Energy = More Often
Less Energy = Less Often

(And know thyself!)
Leadership Lesson #5

The Truth About Your Communication
Tough Truth

Great Leaders
Insist on Excellent, Pristine Communication
Take notice
Inspired
Pay attention
It. Matters.
Leader!
Leadership Lesson #6

The Truth About Your Work/Life Balance
a vision for the future
3 WAYS TO TAKE A DETOX BATH

- Help draw out toxins
- Lower stress related hormones
- Balance pH levels
- Sooth irritated skin

findyourC

self-massage
FOR PAIN & ANXIETY

healthylivinginmindandbody.com
“It’s a survival feeling, not a happy feeling. I’m so busy with work and kids and don’t feel like I do anything well. I always feel like I’m putting Band-Aids on things, like I’m just keeping my head above water.”

-Non-blissful woman in her 40s
Tough Truth

Work/Life Balance is NOT Possible
No 25th hour
You must change from...
I can have all!
I can have MY all!
No 25th hour
You must change from...
You must choose
What you like and what you like better
70/30 rule
You have more choices...
Be intentional...
...and watch the “should-ers”!
Better leader

Get more done

More fun to be around
Leadership Lesson #7

The Truth from Across the Table
Politics
What Others Think of You
Fear
Energy
Communication
Work/Life Balance
Across the Table
Questions?

Answers?
DON'T WORRY
I'LL SEE YOU SOON
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