



“You Don’t Need a Title to be a Leader”

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Short Description of the Presentation:

Most people think of a leader as a person with a title, however real leaders lead when the opportunity arises, whether they have a title or not. A true leader, titled or untitled, will increase ROI (Relationships, Outcomes and Improvements). Mark shares numerous short stories that are not only entertaining, but have real, practical value.

Key Points:

Seemingly insignificant people can make a **huge** difference in companies if they possess these six qualities needed to be a leader.

Six Qualities of a Real Leader

- 1. Self-Mastering** – This is the foundation of leadership and involves
 - Competence
 - Character
 - Connection
- 2. Focused Attention** – Focused attention will beat brains, brawn and technology every time. Leaders create shared focus. They know their MVP (Most valuable and profitable activities).
- 3. Power with People** – Managers have power over people; leaders have power with people. If you don’t have a title, it will be your skill sets that make you a leader.
- 4. Persuasive Communication Skills** – Most people tell....leaders sell!
- 5. IQ (Implementation Quotient)** – Your ability to get things done.
- 6. Giving** – This is the most overlooked quality. It is not about what you get but what you give to others. Leaders give into relationships that help everyone grow. True leaders want to out give what they have received.