

## HOW TO THINK LIKE A LEADER

REMINDE YOURSELF ONCE AGAIN that you are not pulled to high levels of success. Rather, you are *lifted* there by those working beside and below you.

Achieving high-level success requires the support and the cooperation of others. And gaining this support and cooperation of others requires leadership ability. Success and the ability to lead others—that is, getting them to do things they wouldn't do if they were not led—go hand in hand.

The success-producing principles explained in the previous chapters are valuable equipment in helping you develop your leadership capacity. At this point we want to master four special leadership rules or principles that can cause others to do things for us in the executive suite, in business, in social clubs, in the home, anywhere we find people.

*These four leadership rules or principles are:*

1. Trade minds with the people you want to influence.
2. Think: What is the human way to handle this?