

Once they know, they act accordingly.

Check the example you set. Use this old but ever-accurate quatrain as a guide:

*What kind of world
would this world be,
If everyone in it
were just like me?*

To add meaning to this self-imposed test, substitute the word *company* for *world* so it reads:

*What kind of company
would this company be,
If everyone in it
were just like me?*

In similar fashion, ask yourself what kind of club, community, school, church would it be if everyone in it acted like you.

Think, talk, act, live the way you want your subordinates to think, talk, act, live—and they will.

Over a period of time, subordinates tend to become carbon copies of their chief. The simplest way to get high-level performance is to be sure the master copy is worth duplicating.

Am I a Progressive Thinker? Checklist

A. Do I Think Progressively Toward My Work?

1. Do I appraise my work with the "how can we do it better?" attitude?
2. Do I praise my company, the people in it, and the products it sells at every possible opportunity?