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## Week Ten Leadership Tool



160 Minutes w/ Friedman

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### Product Description

Week 10 - New Tool Added and Thoughts Before Use

- Past Principles:
  - Model the way
  - Inspire a shared vision
  - Challenge the process
  - Enable people
  - Build trust and make sure others feel valued
  - Develop other leaders' skills and abilities
  - Enable doesn't mean delegate → contrary because we normally like doing things ourselves
- 3 types of people in this world
  - Jazzed - top 10%
  - Arrive early, leave late
  - Jobbers - middle 80%
  - Go through the motions
  - Jaded - bottom 10%
  - Arrive late leave early
- Let others do things in a way that evokes pleasure = key to enabling
- Dont always control others action
- DONT ask a question unless you have already thought about it
- Always have 3 option for an answer
- Grow
- Goal → agree on topic
- Reality → self assessment, offer feedback
- Options → cover all suggestions + options
- Wrap up → commit to action
- WIDAW = when in doubt ask why? Tell me more?

### Tool Description

This week 10 tool helps me understand how to enable others to work toward a common goal through not controlling them but allowing them to do their thing. This tool also shows me the groups in society and to be Jazzed. Furthermore, this tool helps me understand how to grow as a person through feedback and committing to actionable change.

## Customer Reviews

### ★★★★★ Using Week 10 Leadership Tool – Thought

Verified Student

#### Enable doesn't mean delegate

Thought about how I like doing everything myself and getting it done the way I want to.

### ★★★★★ Using Week 10 Leadership Tool – Thought

Verified Student

#### Don't always control others action

Thought about how I normally give step by step action when giving advice.

### ★★★★★ Virtual Assistant Enablement

Verified Student

Virtual Assistant Enablement:

- I have had a virtual assistant from the Philippines who runs my eBay stores for a while now. When I first trained him, I told him exactly what to do, and everything was down to a step-by-step science. One thing in particular was the accounting spreadsheet.
- This spreadsheet was a template I had been using for a while, and I liked it; however, my virtual assistant decided to change it (without permission) by making it more colorful and converting it into an actual table. I really didn't like this at first since it was different. It turns out though the reason why he did it was so it was easier for him to read and understand. I have now realized that's the way he wants to do it, so I need to respect that, and as long as the same result is achieved, I shouldn't interfere.

|   | Date     | Ebay Order No. | Source Order No.    | Card Used | Source From | Sourcing Price | Gross Selling |
|---|----------|----------------|---------------------|-----------|-------------|----------------|---------------|
| 1 | 2/1/2025 | 24-12651-90154 | 113-8448353-4062668 | 2589      | Amazon 2    | \$9.89         | \$19.79       |
| 2 | 2/1/2025 | 13-12651-65951 | 113-3874172-7262620 | 2589      | Amazon 2    | \$12.76        | \$20.00       |
| 3 | 2/1/2025 | 24-12653-71935 | 113-5770638-0047458 | 2589      | Amazon 2    | \$28.99        | \$52.19       |
| 4 | 2/1/2025 | 10-12655-97442 | 112-6905030-8404264 | 2589      | Amazon 1    | \$12.35        | \$22.49       |
| 5 | 2/1/2025 | 02-12665-71261 | 112-2640849-7683434 | 2589      | Amazon 1    | \$14.39        | \$23.39       |
| 6 | 2/1/2025 | 18-12647-00328 | 112-4521897-5656234 | 2589      | Amazon 1    | \$15.98        | \$21.53       |
| 7 | 2/1/2025 | 08-12658-90873 | 111-8069536-4489049 | 9663      | Amazon 3    | \$20.94        | \$30.69       |
| 8 | 2/1/2025 | 14-12649-37298 | 111-1902506-6672200 | 9663      | Amazon 3    | \$24.89        | \$59.97       |
| 9 | 2/1/2025 | 22-12643-36389 | 111-1126496-6262609 | 9663      | Amazon 3    | \$64.22        | \$107.97      |

| Column 1 | Ebay Order No. | Source Order No.    | Card Used | Source From | Shop               | Sourcing Price | Gross Selling Price |
|----------|----------------|---------------------|-----------|-------------|--------------------|----------------|---------------------|
| 7/1/2025 | 02-13279-07586 | 113-7760806-5857845 | 2589      | amazon      | goods and good     | \$21.64        | \$35.99             |
| 7/1/2025 | 06-13273-94794 | 113-6157676-7689006 | 2589      | amazon      | goods and good     | RETURN         | RETURN              |
| 7/1/2025 | 01-13281-86413 | 113-2384060-7009826 | 2589      | amazon      | goods and good     | \$10.99        | \$19.79             |
| 7/1/2025 | 03-13278-95137 | 113-1384549-6535417 | 2589      | amazon      | goods and good     | \$12.99        | \$23.39             |
| 7/1/2025 | 23-13253-45604 | 113-6407431-9045846 | 2589      | amazon      | goods and good     | \$32.49        | \$40.49             |
| 7/1/2025 | 08-13273-21409 | 113-4823764-9269816 | 9663      | amazon      | good and goods     | \$20.95        | \$35.99             |
| 7/1/2025 | 01-13283-07821 | 113-7804415-4652220 | 9663      | amazon      | good and goods     | \$24.99        | \$31.49             |
| 7/1/2025 | 16-13261-36581 | 112-1146000-8068207 | 2589      | amazon      | everydayessentials | \$24.99        | \$35.07             |
| 7/1/2025 | 04-13278-16764 | 112-3363781-5060238 | 9663      | amazon      | everydayessentials | \$14.97        | \$28.77             |
| 7/1/2025 | 10-13271-05354 | 113-1330487-5503463 | 2589      | amazon      | goods and good     | \$25.97        | \$46.79             |

Customer image

### Customers say

This tool allowed me to understand the importance of enablement. You shouldn't always force people inside of your box and tell them exactly how to do things. Everyone has their own preferences, just like you, so it's important you let them act on that. In the future, I will be more reluctant to criticize my employees when they do something different than the norm.