



The Leader Within everyone of us



Define leadership

The only definition of a leader is someone who has followers.

Peter Drucker



Define leadership

**Leadership is the capacity
to translate vision into
reality**

Warren Bennis



Define leadership

As we look ahead into the next century, leaders will be those who empower others


Bill Gates





Define leadership

Leadership is a process of social influence, which maximizes the efforts of others, towards the achievement of a goal



The 5 Levels of leadership

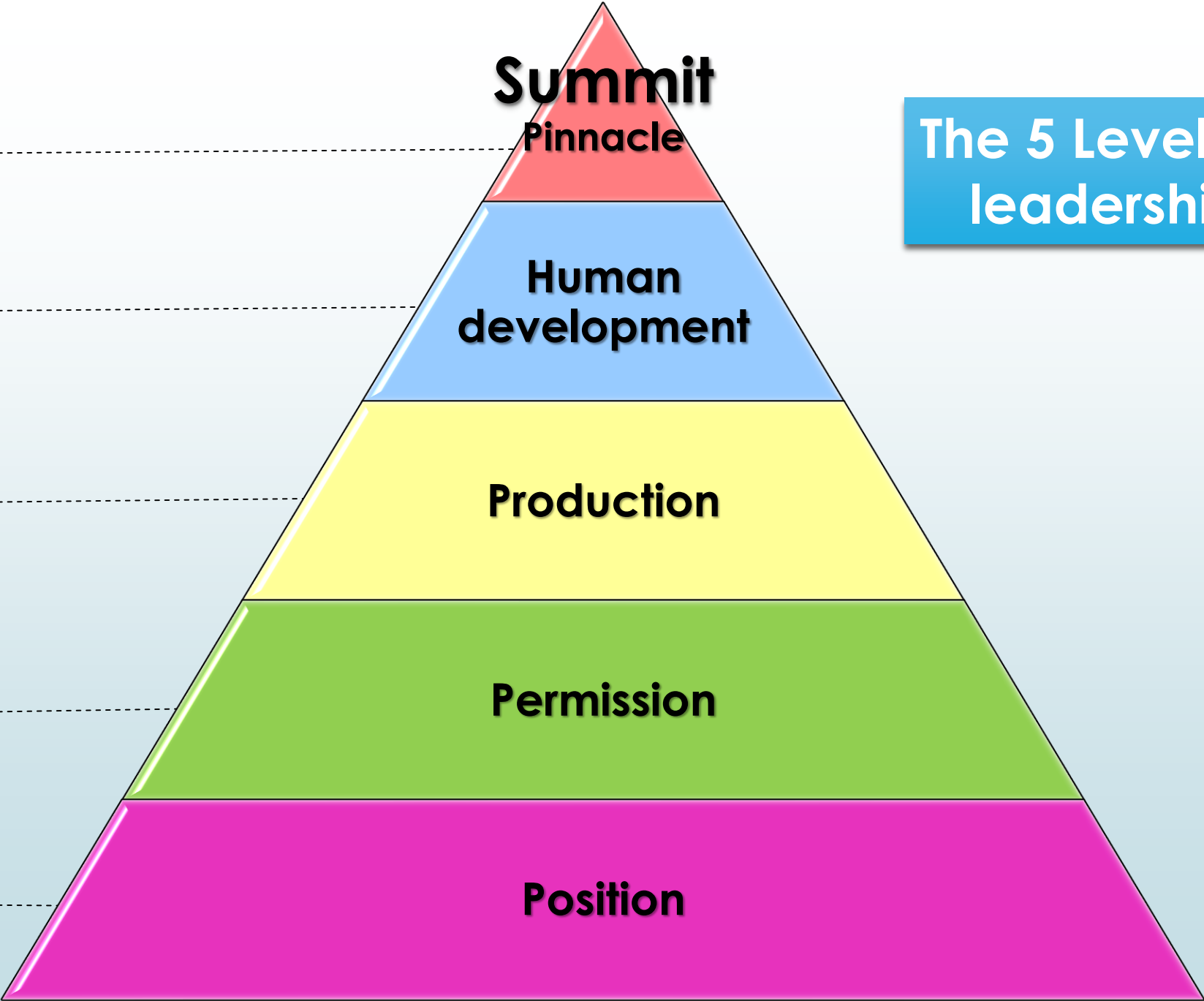
Level 5

Level 4

Level 3

Level 2

Level 1



The 5 Levels of Leadership Development

Level 1: Position / Rights

- Know your job description thoroughly.
- Be aware of the history of the organization.
- Relate the organization's history to the people of the organization
- Accept responsibility.
- Do your job with consistent excellence.
- Offer creative ideas for change and improvement

The 5 Levels of Leadership Development

Level 2: Permission / Relationship

- Possess a genuine love for people.
- Make those who work with you more successful.
- See through other people's eyes.
- Love people more than procedures.
- Do "win-win".
- Include others in your journey.
- Deal wisely with difficult people.

The 5 Levels of Leadership Development

Level 3: Production / Results

- Initiate and accept responsibility for growth.
- Develop and follow a statement of purpose.
- Make your job description and energy an integral part of the statement of purpose.
- Develop accountability for results, beginning with yourself.
- Know and do the things that give a high return.
- Communicate the strategy and vision of the organization.
- Become a change-agent and understand timing.
- Make the difficult decisions that will make a difference.

The 5 Levels of Leadership Development

Level 4: Human Development / Reproduction

- Realize that people are your most valuable asset.
- Place a priority on developing people.
- Be a model for others to follow.
- Pour your leadership efforts into the top 20 percent of your people.
- Expose key leaders to growth opportunities.
- Be able to attract other winners/producers to the common goal.
- Surround yourself with an inner core that complements your leadership.

The 5 Levels of Leadership Development

Level 5: Summit / Respect

- Your followers are loyal and sacrificial.
- You have spent years mentoring and molding leaders.
- You have become a statesman/consultant, and are sought out by others.
- Your greatest joy comes from watching others grow and develop.
- You transcend the organization.