



APPLICATION GUIDE – JUNE 2017

“Doing What Only You Can Do,” Part 2

BOTTOM LINE:

There are many things you *can* do, but you have to narrow it down to what *only you* can do.

KEY TAKEAWAYS:

- The less you do, the more you accomplish and the more you enable others to accomplish.
- There are two outcomes in only doing what only you can do:
 - Personally, you will find it much easier to establish and maintain a sustainable pace.
 - Corporately, you will end up with an organization that reflects your strengths but not your weaknesses.
- Leaders must be willing to develop other leaders. Leadership is about multiplying your efforts through the efforts of others.
- Discover what *only you* can do by asking yourself the following questions:
 - What do you do that is almost effortless from your perspective but seems like a daunting task to others?
 - In what arenas do people consider you the “go to” person?
 - What are you always getting asked to do? Or where are people always seeking your advice and input?
 - What do you wish you could stop doing?
 - What organizational environments are you drawn to?
 - What organizational environments do you avoid?
- Take time to develop your ideal job description.

QUESTIONS FOR REFLECTION OR TEAM DISCUSSION:

1. If you were able to achieve the personal and corporate outcomes listed above, how differently would you feel?
2. In your area of influence, what individual(s) do you need to take time to develop as a leader(s)?
3. After working through the discovery questions listed, what have you determined are things *only you* can do?