

Application Guide

THE FOUNDATION OF EXCEPTIONAL LEADERSHIP



BOTTOM LINE:

Exceptional leadership starts with leading the person in the mirror.

KEY TAKEAWAYS

- I. There is a way to be successful in both building your character and organization.
- II. Self-leadership is the key to sustained influence.
 - A. There is a difference between authority and influence; influence has the potential to go beyond the professional relationship with someone.
 - B. We rarely open ourselves up to people we don't respect. And the people you trust the most, lead themselves first.
- III. Self-leadership is the key to sustained performance.
 - A. When a senior leader burns out it's generally a lack of self-leadership, not a lack of talent or skill.
 - B. To go the distance, self-leadership is not an add-on, it's an essential.
 - C. Great leaders last because they lead themselves first.
- IV. How to lead yourself first: Align your actions to your values.
- V. Three decisions to help leaders improve their self-leadership:
 - A. **"I will not lie to myself even when the truth makes me feel bad about myself."**
 1. To lead well, you have to be honest about the areas where you need improvement.
 2. Honest evaluation is essential to improvement.
 3. Leaders must lead through the filter of reality. To do this, look in the mirror and ask yourself, "Why am I doing ____?" "Why am I doing ____, really?"
 - B. **"I will prioritize what I value most over what I want now."**
 1. If you're leading a team toward a goal, there is an end-game... the same is true for self-leadership. Exceptional leaders lead themselves toward an end goal of what they value.
 2. To do this you must first identify what you value most.
 3. Exercise to try: What would you want your friends to say about you at your funeral? Your spouse? Your child? Your coach? Your boss?
 - C. **"I will not attempt to lead myself by myself."**
 1. We need people in our lives with common values who can point us in the direction we want to go.
 2. Surround yourself with people who lead themselves well because they will encourage you to do the same.

QUESTIONS FOR REFLECTION OR TEAM DISCUSSION

1. Have you had a leader who had authority over you, but not necessarily influence? Explain.

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2. List the qualities you've seen in the most influential leaders from your life. What are the common denominators?
3. What are your values for your work life? For your home life? For your relationships? How do your current actions align with these values? Does anything need to change?
4. Who do you currently have in your circle that is holding you accountable to living out your values?

RESOURCES MENTIONED

[*7 Habits of Highly Effective People*](#) by Stephen Covey

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