

Application Guide

FROM THE VAULT-THE SEVEN PILLARS OF PREEMINENCE WITH GLEN JACKSON, PART 2



BOTTOM LINE:

Extraordinary organizations don't become preeminent by accident—they sustain excellence through intentional leadership habits practiced over time.

KEY TAKEAWAYS

- I. Preeminence is extraordinary excellence that, once reached and sustained, creates a competitive advantage.
 - A. Preeminent organizations never stop improving. They continually raise the standard, invest in people, and strengthen their reputation through intentional leadership and culture.
 - B. The litmus test: Do various organizations aspire to achieve what you've sustained?
- II. Seven Pillars of Preeminence:
 - A. Trust
 - B. Relationship Building
 - C. Marketing Communications
 - D. Assessment
 - E. Servant Leadership
 - F. Fanatical Focus
 - G. Remarkable Resiliency
- III. **Assessment:** Leaders intentionally step away from the day-to-day work to evaluate where the organization is headed through strategic questions.
 - A. Questions every leadership team should regularly ask:
 1. What do we need to anticipate?
 2. What do we need to fix?
 3. What do we need to improve?
 4. Where can we innovate?
 5. How and where can we give back?
 6. How am I growing as a leader?
 7. What is the wise thing to do?
 - B. Remember to schedule time to work *on* your organization—not just *in* it.
- IV. **The Cultural Torch of Servant Leadership:** Healthy cultures are built by leaders who consistently put people first and model service at every level.
 - A. Servant leadership isn't simply an idea; it's the behavior people experience every day. No task is too small or too big for a servant leader.
 - B. People are often shaped more by what leaders consistently *do* than by what leaders consistently *say*.
 - C. Healthy cultures:
 1. Attract great people.
 2. Develop people's potential.
 3. Strengthen organizational identity.
 4. Protect cultural health.
 5. Produce better long-term results.

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D. Four rewards that fuel healthy culture:

1. Fun
2. Fascination
3. Future
4. Financial reward

V. **Fanatical Focus:** Great organizations protect their priorities by saying no to distractions and remaining disciplined.

A. Focus requires discipline, patience, and trusting the process over chasing every opportunity.

B. Organizations lose momentum when they allow pressures to replace priorities or make decisions too quickly.

C. Preeminent organizations understand that:

1. Opportunity does not equal obligation.
2. Pressures should never replace priorities.
3. Success is built one disciplined decision at a time.

D. The more successful an organization becomes, the more important focus becomes.

VI. **Resiliency:** Lasting organizations develop the stamina to navigate adversity without losing momentum.

A. Resiliency is the stamina to remain committed through challenges, setbacks, and changing circumstances.

B. Every organization faces setbacks. Preeminent organizations allow adversity to become a strengthening point, rather than a stopping point.

C. Resilient leaders:

1. Stay committed during difficult seasons.
2. Maintain perspective.
3. Continue improving.
4. Model determination, grit, and consistency.

D. Over time, resilience becomes a competitive advantage because sustained excellence outlasts temporary success.

QUESTIONS FOR REFLECTION OR TEAM DISCUSSION

1. Which of the four pillars from this conversation (Assessment, Servant Leadership, Fanatical Focus, or Resiliency) is your greatest strength as a leader? Which one needs the most attention?
2. When was the last time you intentionally worked on your organization rather than simply working in it?
3. What distractions or opportunities are competing with your organization's highest priorities? What might you need to say "no" to in order to stay focused?
4. Think about a challenging season you've experienced as a leader. How did it shape your resilience, and what did your team learn while navigating it?

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