

THE FIRST SESSION:

Coach Leaders & Executives To Achieve Bottom Line Results

#1 - BE A VISIONARY LEADER

- ▶ To get better results out of your team, you need to have a vision that is truly inspiring and touches the hearts of those you lead.
- ▶ The most powerful motivational force for your team is purpose (not a paycheck).
- ▶ On a scale of 1-10, how much do you feel your team works from inspiration rather than obligation?
- ▶ Do you have any ideas about what the big-picture vision/mission of your company is right now?
- ▶ Does that inspire you? Do you think it inspires your team?
- ▶ Why/Why not?
- ▶ Let's see if we can refine that and make it more inspiring...
 - Create a vision that's emotionally compelling, not a mission statement that hangs on an office wall.
 - Center the vision around contributing and improving people's lives.
- ▶ To Further Refine Your/The Company's Vision and Mission...
 - How does your company positively change the world?
 - How does your company make the world a better place?
 - What is it about your company that's so inspiring that people would want to work for it for free if they could?

- ▶ Is there a clear gap between where your company is right now and the vision?

- ▶ Do all of the projects your team works on align with that vision and work to fill that gap?

- ▶ **Action:** Create a 1-2 sentence vision/mission statement and let your team know what they're working towards.
 - Get them inspired.

- ▶ What else can you do this week to get your team more inspired?

- ▶ What did you find most valuable about our time together today?