

**Fully Alive Leadership Workbook  
The Blanks Filled In**

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Page 2      **Chief Alive Officer**

Page 3      The more you try to control, the less influence you will have.

**F.A.L. Practice #1: Manage Things; Lead People**

Page 4      Doing just enough to get by – Compliance  
Giving all I have to give – Commitment

The number 1 driver of employee engagement is the belief that senior leadership is sincerely interested in employee engagement.

Do you care about me?

People don't care about how much you know until they know how much you care.

Page 5      In all things, the leader must go first.

If you want people to trust, you have to trust them first.

People follow you because of who you are.

People buy into the vision before they buy into the leader.

Page 6      You are perfectly positioned to get exactly the results you're getting right now.

1. Paint the compellingly attractive picture.
2. Have a plan and communicate it.
3. Mentor your people

**F.A.L. Practice #2: Ask Great Questions**

The power is in the questions.

Page 7      **F.A.L. Practice #3: Listen**

Being listened to is so close to being loved that most people cannot tell the difference.

R - E - S - P - E - C - T

Page 8      I'll be at risk or there will be conflict, so I'll **Play it Safe.**

**F.A.L. Practice #4 - Deal With Conflict**

There is no safety in playing it safe.

- Page 9
1. Abandon winning
  2. Listen
  3. Stay focused on the goals

You can either win the argument or you can have the relationship.  
You can't have both.

Out beyond ideas of wrong-doing and right-doing there is a field. I'll meet you there.

- Page 11
1. Be fully alive – right here, right now.
  2. Demonstrate that you care.
  3. Validate – let them know you believe in them.

**F.A.L. Practice #5 – Be Here Now.**

I always Lead By Example.

- Page 12
1. Insist upon excellence
  2. Give them the tools to succeed.
  3. Extended school day/year.

Good enough isn't good enough.

Because here the teachers care about me.

**F.A.L. Practice #6: Set the Bar High**

- Page 13
- F.A.L. Practice #7: Deal With Reality**

**"I Can't"** is just a story that we tell ourselves.

- Page 14
1. Don't give excuses to avoid accountability
  2. Declare your rules of accountability and repeat them often.
  3. Overtly ask for accountability.

Can I count on you for that?

**Avoiding Accountability** is an illusion.

- Page 15
- How can I be more accountable to you?

- Page 16
- F.A.L. Practice #8: Be Their Confident Captain.**

The brick walls are there to show you how much you want something.

- Page 17
- Commit is an absolute: You either do or you don't.

**F.A.L. Practice #9: Commit**

- Page 20
- F.A.L. Practice #10: Live All of Your Life**