



L3 LEADERSHIP PODCAST

Episode #189: Dr. Leslie Braksick

L3Leadership.org/episode189

ABOUT LESLIE:

Professionally, Dr. Leslie Braksick is a veteran CEO coach, entrepreneur, consultant, author, educator, keynote speaker, and board member. Personally, she is a wife, mother, community leader, and philanthropist.

Dr. Braksick is a resource often tapped by top executives and boards to provide coaching, insight, and advising during times of strategically important transition and intense strategic change. Her work often involves preparing EVPs for C-suite succession including coaching them during their early years at the helm. Her coaching clients have included senior-most executives at General Electric, Bell Atlantic, ExxonMobil, H.J. Heinz, and dozens of others. Dr. Braksick's books and articles are widely used and trusted by companies and business schools to teach leadership and to showcase exemplary corporations that have successfully transformed their performance by focusing on behavior and leading through change.

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- [My Next Season](#)
- LeslieBraksick.com
- [Your Next Season \(Affiliate link\)](#)
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KEY TAKEAWAYS:

- Have something people need and be the best at it
- Focus on something others aren't and do it well
- Learn your space and then know your space.
- Differentiate yourself based on the value you bring
- If we are not that great that people are not bragging about us, we need to do better
- 3 best sales tips: 1.) Care 2.) Really Care 3.) Show you care
- Leadership development comes from stretch assignments and mentors
- Stretch assignments with feedback accelerate leadership development
- Be aware of who your stakeholders are
- When you are an executive, you are leading others. You need to become someone who drives task completion to someone who influences others.
- You have to fall out of love with managing task completion and fall in love with becoming a great mentor and coach.
- Coaching and mentoring and listening to others is always the leaders greatest investment of time
- Do not shut down avenues for receiving feedback
- Play above the rim. Show up before everyone else and leave after everyone else.
- Bring solutions, not issues.
- I've never seen the top performers let go...anywhere.
- There is no such thing as work-life balance.
- People don't appreciate that a big part of their legacy is how successful their successors are
- Do everything you can to make sure the person that follows you in your job are wildly successful. If you do this, you will be a hero.
- The reason it's hard for most senior leaders to move on is they do not know what they are going to do next. They need something.