

LEADERSHIP

11 Essential Changes Every Leader Must Embrace

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MAIN IDEA

There's no question the business environment is changing dynamically and will continue to change and evolve further in the future. To stay relevant, every leader needs to be continually making "leadershifts" – changes that positively enhance personal and organizational growth.



Specifically, there are eleven leadershifts which are required right now:

- #1 The Focus Shift
- #2 The Personal Development Shift
- #3 The Cost Shift
- #4 The Relational Shift
- #5 The Abundance Shift
- #6 The Reproduction Shift
- #7 The Communication Shift
- #8 The Improvement Shift
- #9 The Influence Shift
- #10 The Impact Shift
- #11 The Passion Shift

Learn how to make those leadershifts successfully and you position yourself for success in the future. Miss the boat and you stay the same as today. The future is yours to take advantage of. Enjoy.



A framework for leadershifts Page 2
 Change is the new normal. Leaders need to make constant adjustments to excel.

Leadershift #1 – The Focus Shift – Soloist to Conductor Page 2
 Great leaders used to be top producers. Tomorrow's leaders need to orchestrate groups.

Leadershift #2 – The Personal Development Shift – Goals to Growth Page 3
 Goals help you do better but growth lets you become better. Leaders are growth oriented.

Leadershift #3 – The Cost Shift – Perks to Price Page 3
 Great leaders don't think about what they get. They're focused on what they can give.

Leadershift #4 – The Relational Shift – Pleasing people to Challenging people Page 4
 You cannot lead people if you need them. Great leaders challenge people to do better.

Leadershift #5 – The Abundance Shift – Maintaining to Creating Page 4
 Have the mindset you want to move things forward rather than standing still. Be a creator.

Leadershift #6 – The Reproduction Shift – Ladder climbing to Ladder building Page 5
 Forget ladder climbing. Help others build and ascend their own ladders. Be an equipper.

Leadershift #7 – The Communication Shift – Directing to Connecting Page 5
 Great leaders don't order people around. They connect, influence and help people.

Leadershift #8 – The Improvement Shift – Team uniformity to Team diversity Page 6
 Great leaders value diversity. Do everything you can to bring in different people.

Leadershift #9 – The Influence Shift – Positional authority to Moral authority Page 6
 A leadership position does not give you leadership authority. Earn moral authority.

Leadershift #10 – The Impact Shift – Trained leaders to Transformational leaders Page 7
 Don't settle for being a trained leader. Become a transformational leader.

Leadershift #11 – The Passion Shift – Career to Calling Page 8
 Don't look at leadership as a career. Make it your calling. Find your purpose and you'll never look back.