



February 20, 2016

Strong Leadership Will Create Business Success



This week I am going to explore how to get the most from your team with strong leadership to ensure that your Think Bigger plans comes to fruition.

If you are a business owner and business success is feeling a little elusive right now you might want to take a closer look at how the ship is being led. If you are the leader of your business and you are not leading, you can rest assured that no one is following. And one thing is certain, if change needs to be effected in the business; ultimately it is you, the leader, who is responsible for creating the plan and sticking to it - that being your plan for change.

A good leader must firstly have the discipline to remain 100% accountable for their circumstances, to develop a mindset that doesn't sway from the plan created with integrity and solid values, 100% passion for their vision and plan, and the drive to turn that plan into reality. The ultimate role of a leader is to grow resources and grow market presence.

Sound like you? Or does the scoreboard show that a little lift in the leadership stakes is in order. While I always underscore that the A grade business leaders have an A grade business strategist to help them in the leadership stakes, here are some business strategy growth tips I share with my clients that may give you some inspiration or at least a quick refresher in some of the areas to look at.

- You need to know what your building looks like when it's completed...Yes, a business can actually be finished and completed at some point, not dissimilar to a house that began as someone's dream then gets built and eventually sold and renovated to accommodate a new dream or vision.
- 100% involvement and 100% inclusion is the key to change. How are you orchestrating your resources, do your people know where they are headed and what success is supposed to look like? What areas are under-performing and what are you doing about them? Are you 100% committed and involved? Do you have the discipline to follow through?
- Communication is the best change agent of them all. As a leader your communication is crucial to influencing a new result or change. What story are you telling? Is it inspiring for others, does it motivate 100% team involvement? Is the story being retold? The best change agent is the one that inspires the total sum of resources particularly people – inspiration can move a world in any direction.

The development of strong leadership often requires external accountability to provide objectivity, extend the parameters, challenge the status quo and enforce ownership. The development of the leader can bring new thinking, fresh ideas and inspire innovation not just in yourself but also across the team.

So if business success is lagging look to yourself first as a primary catalyst for change and remember that the greater your inspiration, through your own business strategist and development, the greater the positive change you will ultimately be able to effect.

M500 - Wednesday 24 February - 7.15 am

We are down to single digits for seats left at this event. Unfortunately, Laurie Reeves of Controlworks is now unable to be our Champion in Business for February - Laurie has been called to complete Jury Service. We will ensure that Laurie is scheduled for later in the year.

So we have moved our March Champion in Business interview to February. Dave Porter is 34 and the founder and owner of Porter Vac. As a qualified roof tiler for 14 years, Dave decided in 2003 to start his own business. Driven by a desire to ensure that gutter cleaning was undertaken by a qualified roof tiler rather than a gardener or handyman, Porter Vac are the only specialist vacuum gutter cleaning service provided by qualified roof tilers.

Dave has built a team of 17, with 12 vans out on the road servicing both Victoria and Sydney. A business that had doubled in size every year since it started, you won't want to miss this opportunity to listen to a great leader.

[Register now](#)

Have a great week - set out to make it a personal best.

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