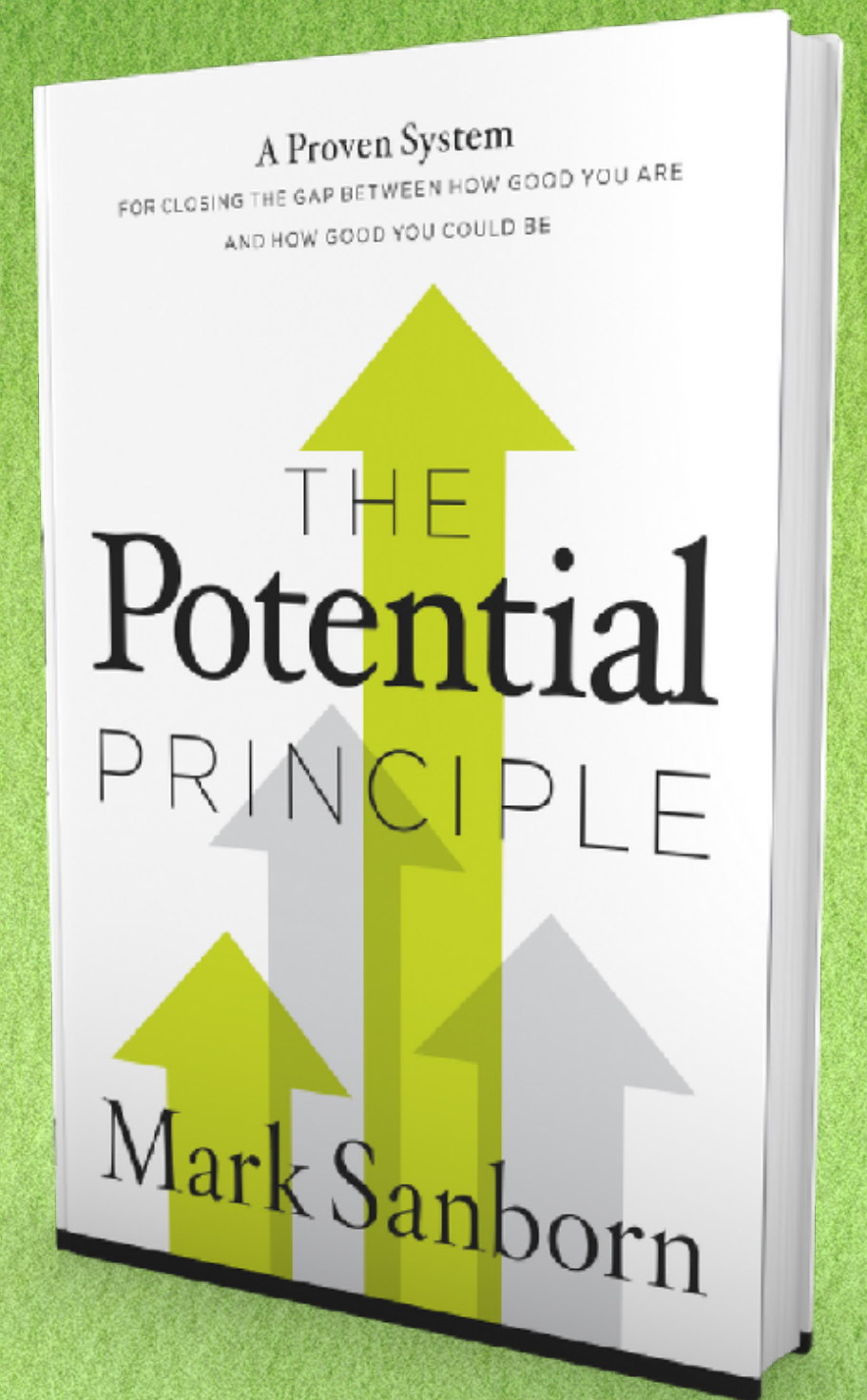


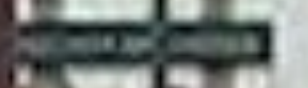
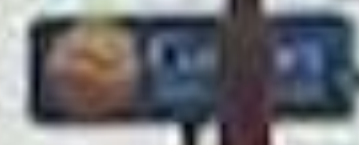
# High Impact Leadership:

*How the best leaders get better*

with Mark Sanborn













# Leadership Defined



“Leadership is an invitation  
to **greatness** we extend  
to others by example.”

– Mark Sanborn

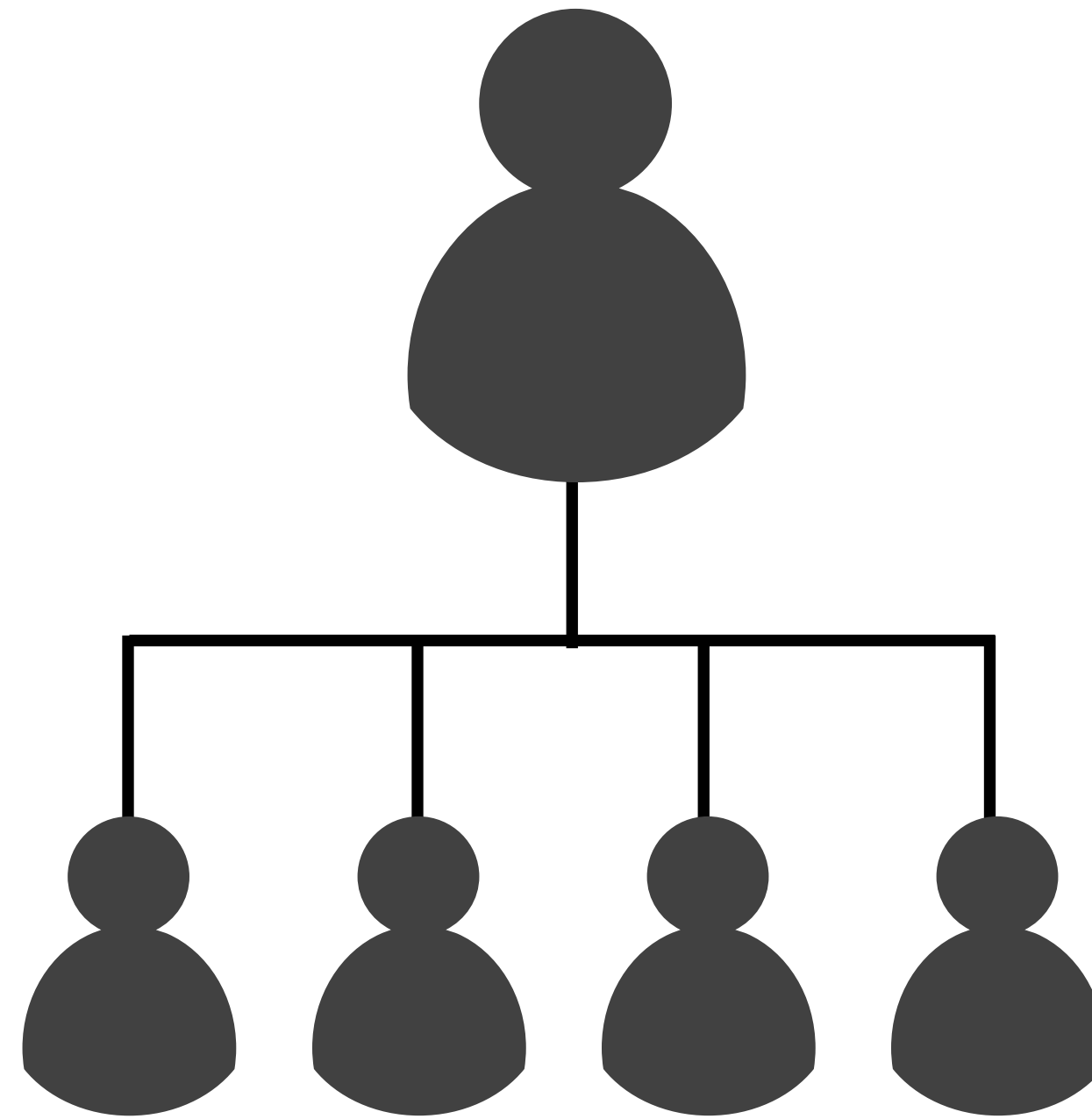


“I can now talk about  
the end of my partnership  
with the firm in hyperbole.”

Warren Bennis



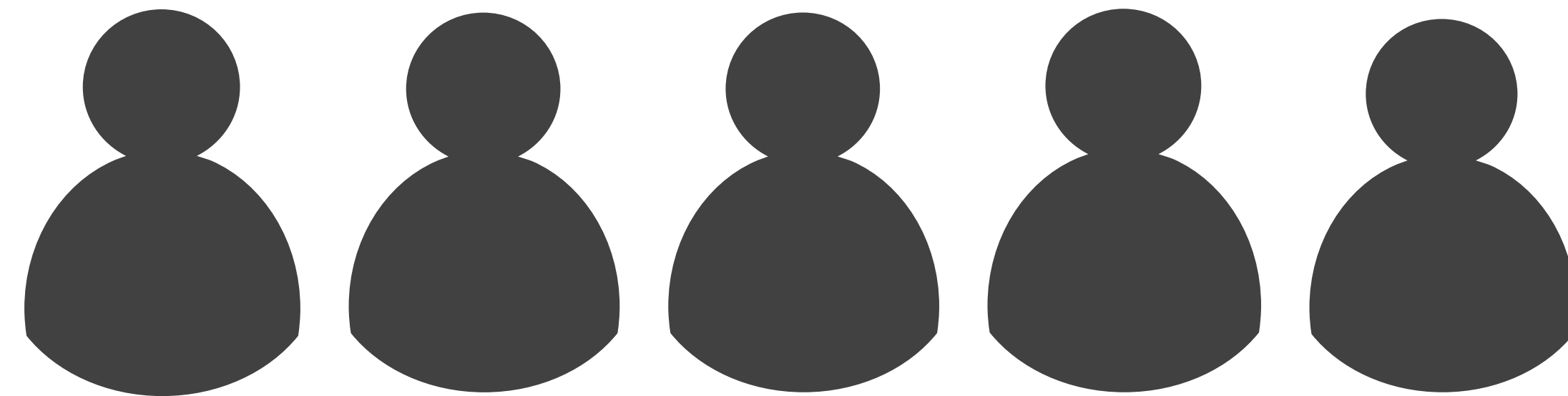
# Power Over People



Managers have power **over** people



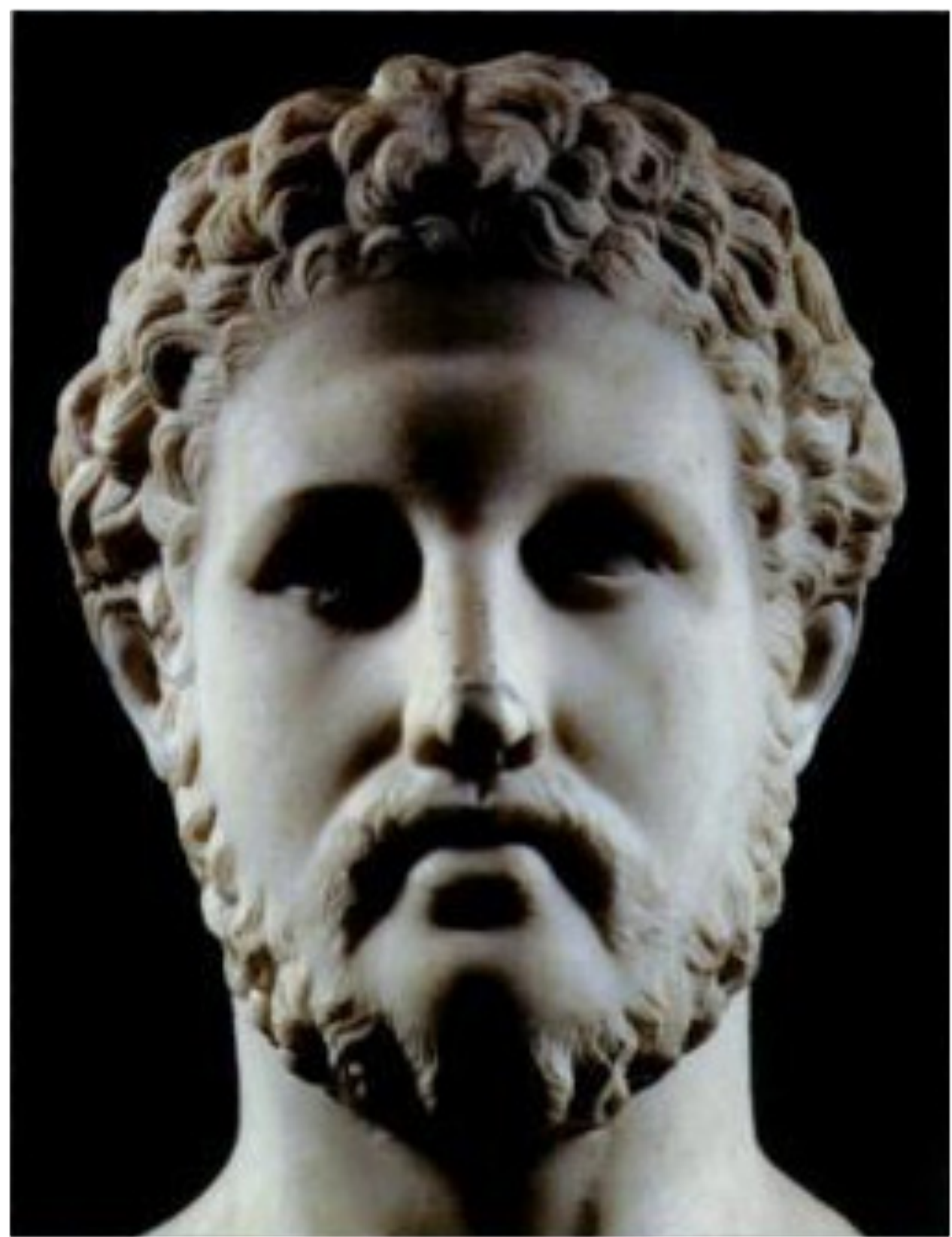
# Power With People



Leaders have power **with** people



# Philip almost got it right



“An army of deer led by a lion is more to be feared than an army of lions led by a deer.”



# Philip almost got it right



“An army of lions led by a lion is to be feared most of all.”



# Remember:

*Leaders increase **ROI**:*

**R**elationships

**O**utcomes

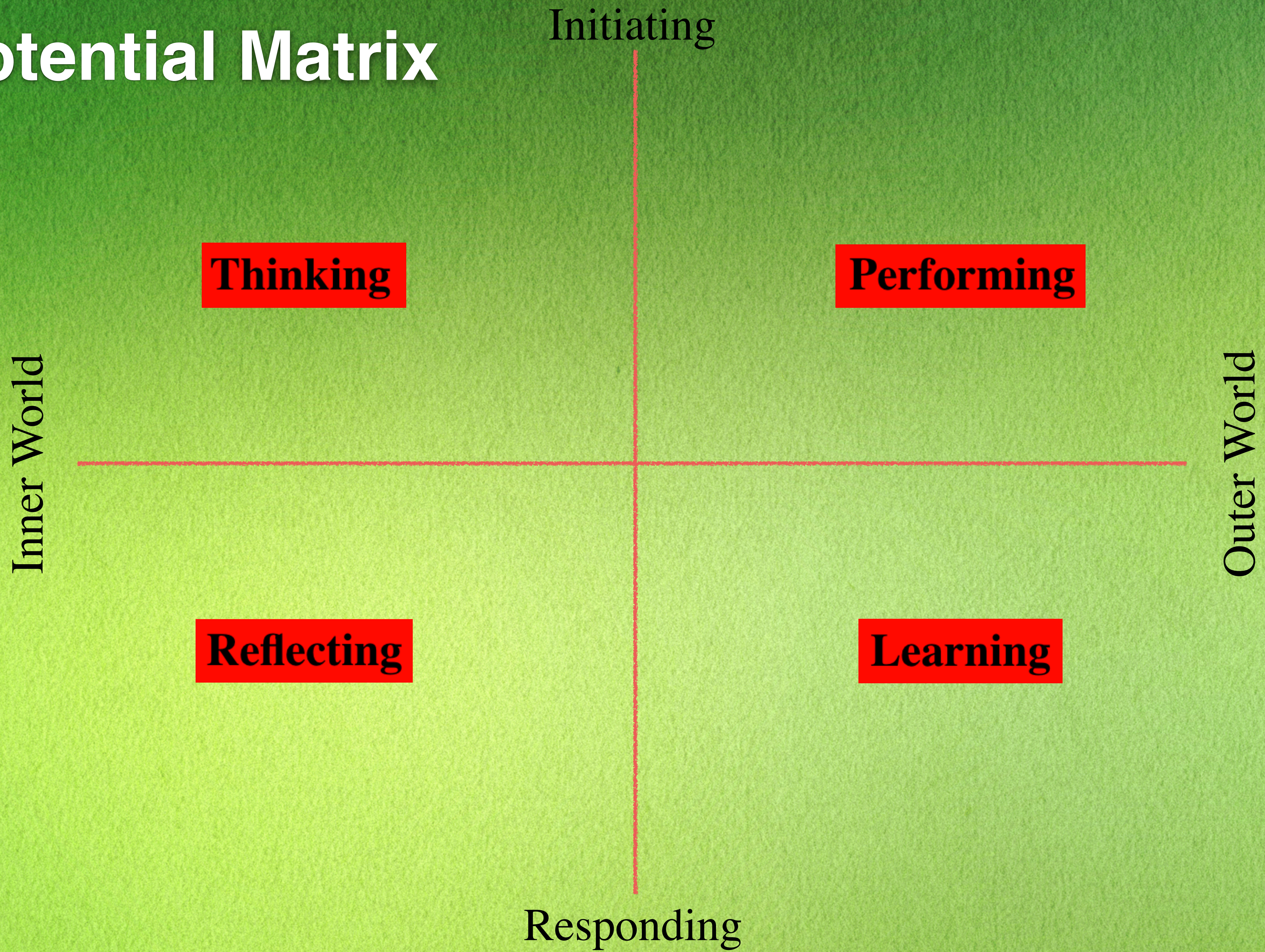
**I**mprovements



# #1 Grow Yourself



# The Potential Matrix



Initiating

**Thinking**

**Performing**

Inner World

Outer World

**Reflecting**

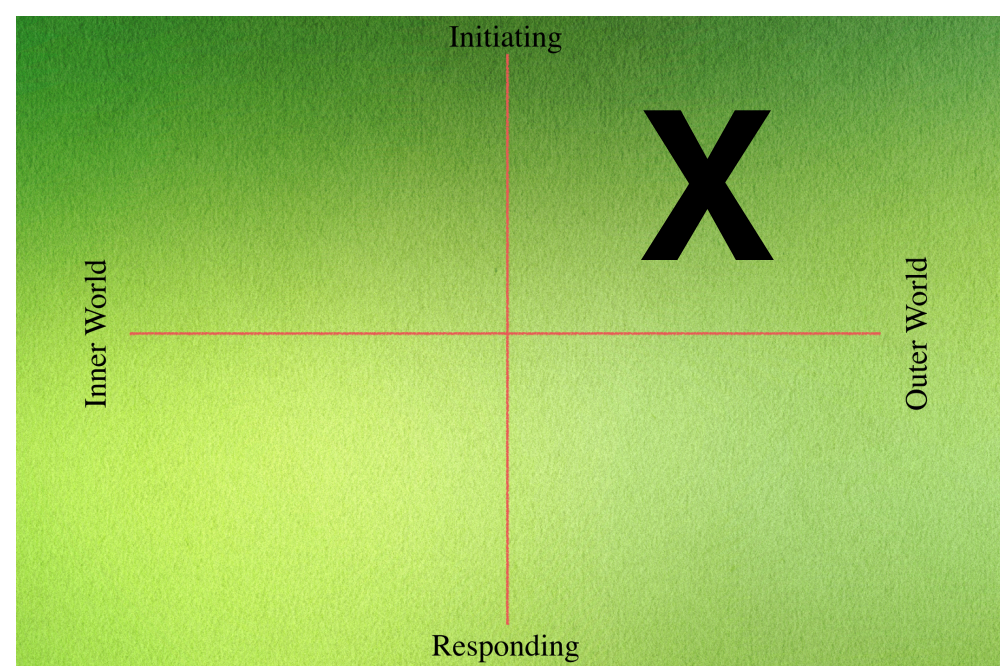
**Learning**

Responding



# Performing

Focus on **FIT**





# FIT



**Frequency**

**Intensity**

**Technique**

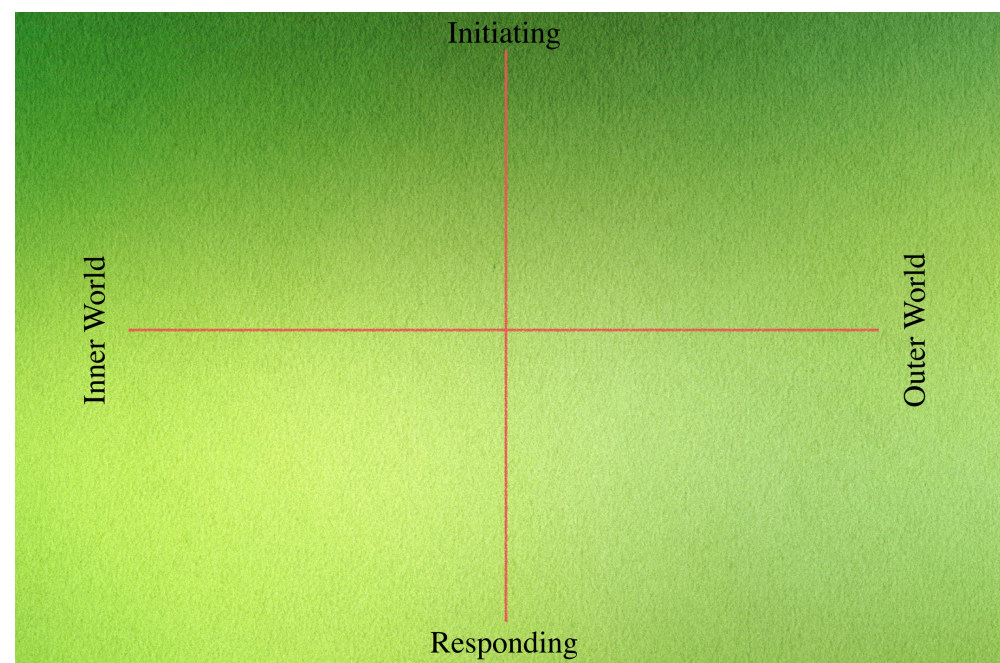




# Performing

Focus on **FIT**

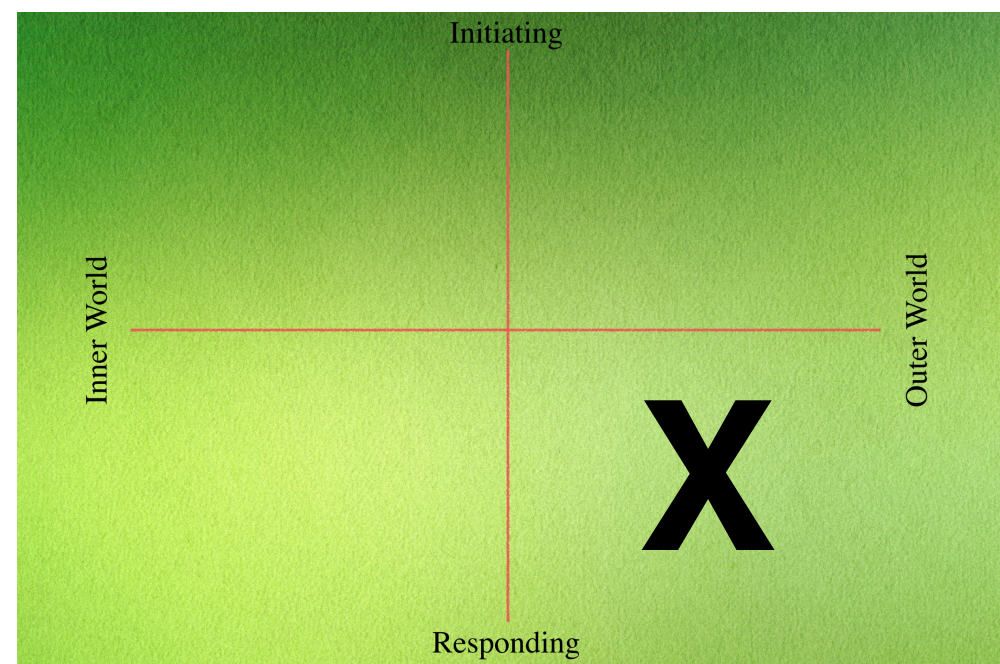
Ask for feedback





# Learning

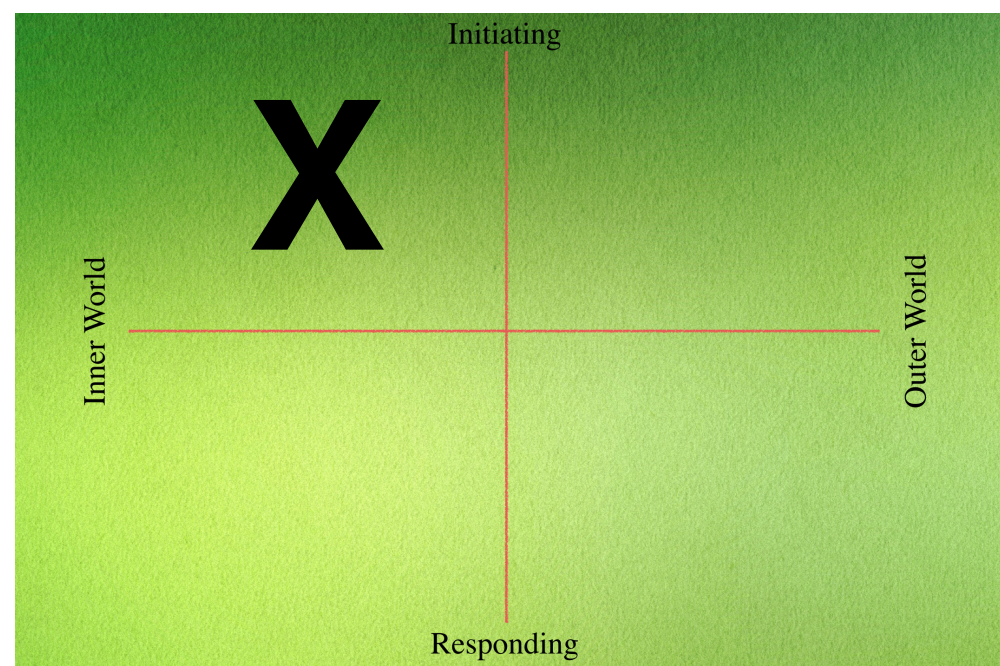
Learning Agenda  
Lesson of the week





# Thinking

Question assumptions  
Schedule think time

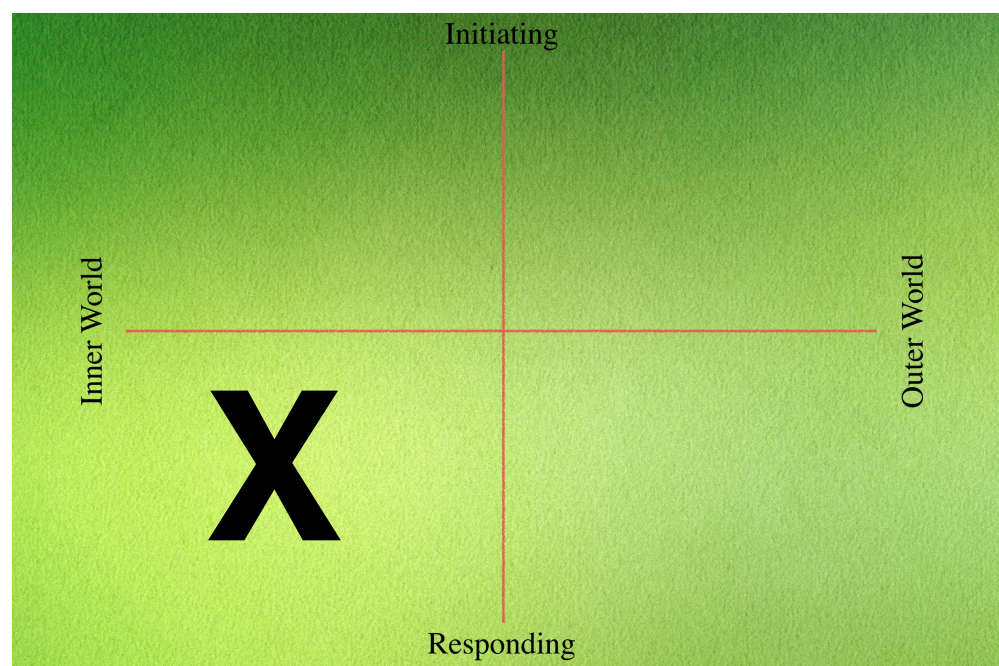




# Reflecting

Stop

Listen to intuition





# #2 Take Responsibility





Why would anyone follow you?

**Character**

**Competence**

**Connection**



# Your Choice

***obligation***

***or***

***opportunity?***



# #3 Communicate Powerfully



# Persuasive Communication

Stop **telling**  
and start **selling**.



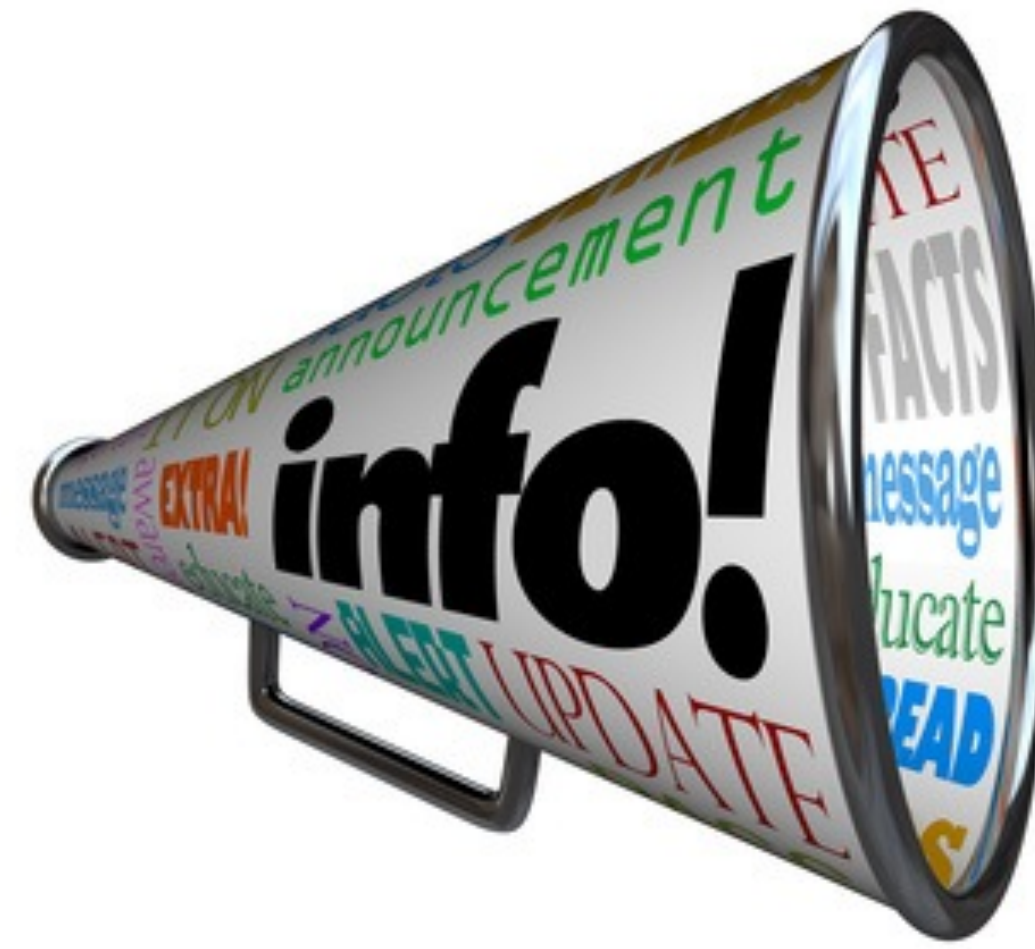
# Selling ...

is helping people  
make a decision that  
is **good** for them.



# #4 Execute Consistently







*To Make the Best*  
**BETTER**



18 USC 707



# Leaders . . .

*know what really matters. . .*

*and make it matter to others.*



# Thank You!



National Association  
of Residential  
Property Managers

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