Inspiring U

How to Bring Your "A-Game" To Work Every Day and Bring out the Best in Others

With David Lee
The Key Difference Between the Top 10%

The ability to *inspire* and motivate others to perform at their best.

Source: Jack Zenger, Joe Folkman and Scott K. Edinger in How Extraordinary Leaders Double Profits, Chief Learning Officer, July 2009
How to Bring Your "A-Game" To Work Every Day and Bring out the Best in Others
“When you are your best, most inspired self, you bring out the best in others.”
Agenda

1. Your Vision
2. Your Role
3. Your Practices
4. The Big Three
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“What can YOU do to help your vision become reality?”
Influence

Role Modeling + Eliciting
“How can YOU model the behaviors and attitudes you want to see?”
“How can YOU act in ways that bring out the best in others so this vision becomes a reality?”
“While we are not in control of other people’s actions and emotions, we can influence them.”
The Power of One
The Power Of Energizers

“A person’s position as an energizer in the network was four times greater a predictor of performance than any other factor measured.”

Dr. Rob Cross, Univ. of Virginia
What do YOU experience as energizer behaviors?
You As Role Model
Your Role Model(s)?
How Will You Bring Those Qualities More Fully Into Your Life?
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Five Practices

1. Choice
2. Intention
3. Interpersonal Awareness
4. Self-Awareness
5. State Optimization
State Optimization
Are you creating the physical foundation...?
What do you love about your work?
Are you doing enough things that bring you alive, that bring you joy, that feed your soul?
How to Identify and Create Your Ideal Ecosystem

• Most alive
• Most filled with joy
• Lose track of time
• People and contexts that energize you
Five Practices

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#1
Your Most Powerful Forgotten Weapon: Gratitude

This article is by David Horsager, author of The Trust Edge: How Top Leaders Gain Faster Results, Deeper Relationships, and a Stronger Bottom Line.

We just celebrated a holiday that’s all about giving thanks for what we have (including turkey and football). But if we think about gratitude only once a year, we overlook the immense power of practicing it daily, especially in a business context.
Gratitude

Thanks so much for all your help!
“Who will you express your appreciation to today?”
#2
Spreading Goodwill
Spreading Goodwill
Imagine
See the Goodness—and Even Greatness—in Others
AKA “Be a Charlotte”
How can you “Be a Charlotte”?
Inspiring U

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With David Lee
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by David Lee

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