

The Foundations of Leadership

They Know it...When They See it!

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The Foundations of Leadership

They Know it...When They See it

I. All about “YOU”

Synergy: 1+1=___

Review: Personal Leadership History

- 1) What kind of games did you enjoy playing as a child? Did you usually lead, follow, both?

- 2) Think of teacher, mentor or supervisor. What one significant lesson have you learned from that teacher/mentor?

Challenges You May Face

- Difficult people - colleagues, vendors, clients
- Intense, stressful workplace
- Facing and resolving “dysfunctional” practices in the work group
- Helping those around you (whether you supervise them or not) to be optimally productive

II. What does Leadership Mean to You?

Define Leadership

Doing the right thing verses doing things right.

Leaders do the right thing. Managers focus on doing things right.

Warren Bennis

Leadership Strengths

- Trust
- Loyalty
- Honesty
- Vision
- Passion
- Wisdom
- Knowledge
- Character
- Good listener
- Informative
- Guidance
- Courage
- Integrity
- Authenticity
- Positional Power
- Personal Power
- Non judgmental

With a Focus on Strengths Companies are –

- 50% More Likely to have Lower Employee Turnover
- 38% More Likely to build more Productive Teams
- 44% More Likely to have Higher Customer Satisfaction

Developing Natural Attributes

- Inclusion
- Self control
- Flexibility
- Cooperative Attitude
- Time Consciousness
- Enthusiasm
- Honesty and Directness

Hurdles You May Have to Overcome

- Gossip – malicious or “innocent”
- Low energy
- Time depletion
- Change resistant
- The Frito Bandito!
- Negative attitudes
- Cancerous attitudes

III. You As A Leader: Communication

ROADMAP! Clear Sense of Direction

- Vision (Can they see it?)
- Understandable Goals (Purpose)
- Consensus (Developing the “buy in”)

Communication Methods

- Listening (Giving and receiving feedback)
- Interpersonal
- Non verbal
- Face to Face
- Phone (incoming and outgoing message)
- Email (OUCH!)
- Correspondence – The Business Letter, the Thank you note

Leadership Styles: Communication Strengths

- Listen more than you talk.
- Do your best to “know” your stakeholders – *sponsors/vendors/clients/coworkers/friend/family.*
- Keep your team/boss/family/friends informed.
- Keep all lines of communication open.
- Provide regular and CLEAR feedback.

Leadership: Communication Styles

- Listening to speak vs. Listening to hear
- Face-to-Face
- Phone (incoming and outgoing message)
- Email (OUCH!)
- Correspondence: The business letter/thank you note

IV. Living Leadership

Cultivating Healthy Relationships

Trust (Trust up - Trust down)

Five Rules of Trust

- Trust is not _____.
- Trust needs _____.
- Trust develops through _____.
- Trust is _____.
- Trust requires _____.

Integrity is the _____ to _____ trust.

Words Matter

The six most important words: _____.

The five most important words: _____.

The four most important words: _____.

The three most important words: _____.

The two most important words: _____.

The one most important word: _____.

The least most important word: _____.

- Author unknown

**“You make a living by what you get.
You make a life by what you give.”**

-Winston Churchill

Webinar Presenter

About Gail Lowney Alofsin (gailalofsin@yahoo.com)

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Gail, President and Founder of AMP! (Authentic Measurable Performance) is a professional speaker, seminar leader, university professor and sales and marketing consultant. Over the past two decades, Gail's range of leadership experience is extraordinary; with extensive experience in retail, medical, hotel/resort, restaurant/catering, events/sponsorship, meeting planning and hospitality industries.

Alofsin is a graduate of Tufts University in Medford, Massachusetts where she focused on International Relations studying in Tailloires, France and London, England. She has a certificate in Leadership from Bryant University and a Certificate in Tourism from the Huntington Institute. She has been an adjunct professor at the University of Rhode Island since 1999, teaching in three different departments – Journalism, Public Relations and Communications.

Gail has served on the boards of the Sovereign Bank Community, Leukemia Society, Newport Public Library, St Michael's Country Day School, Newport County Convention and Visitors Bureau, and Martin Luther King Jr. Center. An active volunteer for the Haitian Health Foundation since 1982, Gail has been fundraising for this organization and has volunteered on educational and medical outposts for over three decades.

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