

“You Don’t Have to Have a Title to Be a Leader”

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Kindle Notes by Dave Kraft

What are the key characteristics of titled and untitled leaders?

They:

- Believe they can positively shape their lives and careers.
- Lead through their relationships with people, as opposed to their control over people.
- Collaborate rather than control.
- Persuade others to contribute, rather than order them to.
- Get others to follow them out of respect and commitment rather than fear and compliance.

The bottom line is, influence and inspiration come from the person, not the position. What’s more powerful than having strong, effective leadership at the top of your organization? Having an organization of lions where everyone leads.

If you’re big enough for your dream, your dream isn’t big enough for you. —Erin McManus

I define true leadership as “an invitation to greatness that we extend to others.”

In my opinion, fame is based on what we get in life, but true greatness is based on what we give in life. It is contribution through action.

The Wall Street Journal recently reported that 80 percent of line workers and 50 percent of executives are dissatisfied with their lives at work.

When you act as a leader, you exercise control over your life and help to influence and inspire those around you.

One of the quickest ways to burn out is to stop doing what you enjoy. The more successful you are, the greater the risk that you’ll move into a position that will take you away from doing those things you’re really good at doing and really like to do.

Integrity, after all, is measured by the distance between your lips and your life.

You don’t necessarily have to be smarter or better educated to succeed. Your power lies in your ability to focus on doing what is important. If you focus on the right things, and work at them often, you will achieve exceptional results.

According to the National Association of Professional Planners, the average American’s desk has about fifty-two hours of unfinished work on it.

A recent study of knowledge workers found that they face a distraction every eleven minutes on average, and that once distracted, it takes them twenty-five minutes to get back to the task at hand.

The goal of anyone who wants to act as a leader is to move beyond the perpetual distractions we face and focus on what really matters.

Leadership is the art of getting extraordinary performance from ordinary people.

The biggest difference between people who manage others, versus people who lead others, is how they develop those under them.

It is better to make heroes of those around you than to try and be the hero yourself

According to researcher Tom Rath at Gallup, the number-one reason why people quit their jobs is lack of appreciation.

“Humility isn’t thinking less of yourself. It is thinking of yourself less.”

Henry Ford famously said, “You cannot build a reputation on what you are going to do.”

IQ. I don’t mean Intelligence Quotient, as measured by the Stanford-Binet test. I’m referring to what I call your Implementation Quotient. Having good ideas isn’t enough—you have to be able to implement them.

She did what was most pleasant—reading the material—not what was most profitable

The Barriers to Execution

- PARALYSIS BY ANALYSIS
- FEAR OF FAILURE
- CONFUSING TALKING WITH TAKING ACTION
- ACCEPTING EXPLANATIONS AS EXCUSES

What percentage of your day is made up of activity, as opposed to accomplishments?