

LEADERSHIP, COACHING AND MENTORING –PACK

NOVEMBER 2021

(15th Anniversary Year editions)

2006 – 2021

Highlights in this month's edition:

Damian Piper our Resilience Coach starts this month edition with: **The best time to plant a tree is...?** “There’s a Chinese proverb I like. “The best time to plant a tree was 20 years ago. The second-best time is today”. How about taking this approach for 2021 and looking to squeeze all that you can from what remains?” “Taking stock of what you set out to do is the first step.....”

Sunday 14th November was World Diabetes Day; my colleague and friend **Sarah Bolger** has written an article to raise awareness Diabetes Type 1: **Our life with T1D – (Type 1 Diabetes)** I found Sarah’s story moving and inspirational.

Why Building Rapport and Positive Relationships is Important by **Matt Bindon** Thera Trust www.thera.co.uk “To build a good relationship with a person supported or anyone that you want to get on with, we first need to establish a good rapport with them. Rapport is hugely important in any positive relationship building but is something that can also get missed out or easily overlooked.....”

From me: **‘My 30 Leadership Hacks - helping you to achieve more in less time’** This is an article I have been meaning to complete for some time, mainly because I started thinking about it 30 years ago! I hope some of these ‘hacks’ will help you save time and energy throughout your leadership journey. So, let’s dive in.....

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Let’s connect

It’s not about how good you are

It’s how Good You want to be

November article – The best time to plant a tree is...?

I write this as we head towards the final six weeks of 2021. Wow. Where did that year go? It's been eventful on many levels. You may be one of the people who set out to achieve some things when you started the year. You may also be one of the many who for good and less good reasons have got knocked off course from what you wanted to achieve.

There's a Chinese proverb I like. "The best time to plant a tree was 20 years ago. The second-best time is today". How about taking this approach for 2021 and looking to squeeze all that you can from what remains?

Taking stock of what you set out to do is the first step. No judgment of why or why not progress has fallen short of what you want is required here. If you didn't write things down previously, write them down now. If you did write them down, start reviewing them. Do this objectively. Here's a few questions to help the review and establish a way forward.

1. Is this thing still relevant? Life circumstances change. So, ensuring the thing you thought was important at the start of the year is still important, is a helpful place to start. Hanging on to out-of-date goals is like hanging on to clothes that no longer fit.
2. What got in the way? Being objective about this question is essential. Was it really that you didn't have time? Was it really that you didn't have the resources? Was it really that external influences stopped you? This is holding the mirror up to ourselves. It's only when we can really be honest with ourselves that we get to move on with powerful inner confidence.
3. What adjustments could I make? Is it narrowing down the goal or objective to something more manageable? Is it pausing some goals to free up your capacity (my article from September covered ideas about managing your Work in Progress)? Is it about working out what specific things you could adjust to increase your commitment level?
4. What's next? Assuming you have narrowed on a goal or two that still feel relevant, you really don't need to wait until January to recommit to them and take action. I like the approach of: What can I do now? What can I do next? What might I do later? This helps focus the mind and build some momentum behind what you'd like to achieve.

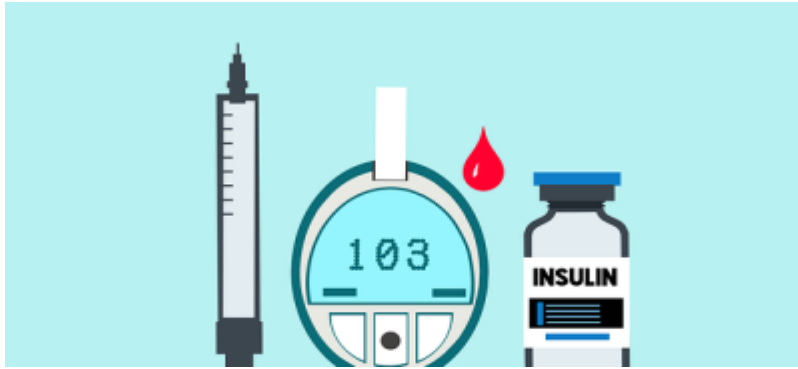
Whatever has gone on you still have time to make some progress even if that might not have been what you intended earlier in the year. Make today the time you plant the seeds for the progress you want to see.

As always, I'm interested in how you get on or if you have any questions.

Damian

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Our life with T1D – (Type 1 Diabetes)

By Sarah Bolger, Financial Advocate for Dosh

This year, 2021, marks 100 years of insulin. In 1921 Frederick Banting and Charles Best successfully managed to isolate the hormone insulin. Within a year people suffering from this fatal disease were being treated and the previous death sentence of usually no more than 2 years became decades. They sold the Patent to the University of Toronto in 1923 for \$1 each so that as many people as possible could be saved.

Roll forward 100 years and scientists are now investigating the link between Covid 19 and the increase in children being diagnosed with Type 1 diabetes since the beginning of the pandemic. The cause of Type 1 is unknown, but it is believed that Virus' play a role. We believe that Charlie's autoimmune system may have been overstimulated by Norovirus which landed him in hospital a couple of years before diagnosis, but we don't know that for certain

The discovery of insulin saves my Sons life every day.

Before I was the Mum of a Type 1 Diabetic, I was just a Mum. .

Then T1D came into our lives and all of that changed. Now don't get me wrong. If I could click my fingers and Charlie didn't have this chronic health condition, I would in a heartbeat, but he does, and I can't. So, here's where we had the choice. We could let this thing overwhelm us and affect our lives forever or we could choose to see the positives in it and that is the choice we made.

When your Child is diagnosed you leave the hospital with lots of glossy brochures and a handful of emergency numbers. You read the blurb and it can scare you to death with talk of complications such as kidney failure, blindness, Heart attack, stroke, amputation, and depression. These are all very real risks if not managed correctly but for us we made the choice to spin the scare factor for Charlie and embrace the positives. The brochures don't tell you about the tiny pink scars which are all over his stomach and arms from pump changes and the lumps where insulin builds up under the skin. They don't tell you about the blood all over pyjama sleeves where you knock and dislodge the cannulas in the night.

Balancing these downsides with the positives when we can as often as we can is the way we cope as a family.

These are the ways that T1D has moulded Charlie and made him the person he is today. He knows he is different and unique. He accepts and embraces it.

Communication skills

Charlie has spent the last 8 years having conversations with healthcare professionals and having them listen to him and respect his words and his opinion. He is quite capable of calmly explaining and educating people who say, "ooh you can't eat that can you" or "did you eat too many sweets when you were younger to get diabetes".

Maths's skills

Years of having to calculate how much carbohydrate is in everything that he eats, and drinks has turned him into a maths whizz. He could do calculations in his head at 10 much quicker than I ever could.

Acceptance

Charlie knows there are things beyond our control and he just accepts that. He knows he can't just go out with his friends without making sure he has his blood glucose meter and sugar tablets and phone with him. He knows that he can't just sleep over at a friend's without a training session for the parents about emergency measures. He also knows that some friends won't have him over at all as it's just too much responsibility for some. He knows he has to take his exams in a separate room to his friends not in the main hall so that he can hear his alarms and the exam clock can be stopped while he adjusts his levels. We have always told him he can do anything he wants in life, but he just needs to plan a little better than the next person.

Body awareness

He knows he needs to keep fit and healthy as this helps keep his blood sugars stable. Charlie plays ball hockey and has played abroad representing GB and he also coaches an under 10 team once a week. He also knows he has a Mum with a Mary Poppins style bag with a constant supply of Haribo's, jelly babies and sugar tablets. A sweet for every occasion and he knows how to use them...

Confidence

He knows he has to stand up for himself and say what he needs for his condition and has learned to do so over the years but that has grown his confidence. Charlie is now 15 and he recently saw a job advert on Facebook for our local pub. "I think I will pop in and see them" he said as he toddled off down the road. That was two months ago and now he works front of house for them a couple of shifts a week. He is so calm and confident. I wish I had been like that aged 15!!

Maturity

He has had to grow up quickly and realise the implications of his actions on his condition. It also means though that he seems more mature than other 15-year-olds and has actually mentored newly diagnosed children with Type 1. When he was newly diagnosed, he gave a talk in school about his condition. When he showed his friends his pump and CGM they thought he was bionic!!

Patience

You try deciding on a whim you want a slice of pizza, then having to calculate the carbohydrate in it, give your insulin and then wait 15 minutes for the insulin to start to work!! Also, when we go on holiday, we are always that family in front of you that have to unload the medical bag into about three of those trays at immigration and can't go through the scanners so have to be patted down and swabbed!!

Gratitude

We have a celebration on the anniversary of his diagnosis every year – his Diaversary!! We celebrate how well he copes each year and how proud we are of him. We have cake!!!! He thanks me every morning when he sees how many times, we have been up in the night to correct his blood sugars. He also realises how lucky he is to have lifesaving technology such as his continuous glucose monitor and tubeless insulin pump. Not everyone has access to these. For me, I get to see the most beautiful sunrises most mornings on my way back to my bedroom from his.

There are many other attributes I could talk about such as Flexibility, resilience, mental strength, empathy, planning skills, multitasking, and coping with disappointment but I would bore you all silly.

We very rarely get Charlie's blood sugars in range for a full 24 hours , in fact I can't remember if we ever have, but we do our best. We focus on the LIFE in Life with diabetes. It's not easy but we always try to stay positive and have fun. In fact, if you ask Charlie, he will say we are a bit of a mad family

This month, Diabetes awareness month, be aware of the signs in your Child. The link below shows what you need to look for. Type 1 Diabetes is a life-threatening condition if left undiagnosed. Go straight to your GP and insist on a blood glucose test. The symptoms can sometimes look like other less serious conditions so trust your gut if your child displays the tell-tale symptoms.

https://www.diabetes.org.uk/get_involved/campaigning/4-ts-campaign

"You are free to do whatever you want. You need only to face the consequences"

Psychotherapist Sheldon Kopp

On signing up to an impact management course, I came across this quote, which I thought you might like. It's from the Acumen Academy's Practices of Moral Leadership.

“Learn to listen with your whole body. Listen with your ears, your eyes, all your senses. Listen not to convince or to convert, but to change yourself, spark your moral imagination, soften your hardened edges, and open yourself to the world. When we fail to listen to those the world excludes, we lose the possibility of solving problems that matter most to all of us. But when we succeed at listening with all our attention and empathy, we have a chance to set others and ourselves free.”

Jacqueline Novogratz, Manifesto for a Moral Revolution

Meike Beckford Head of Impact Management. Thera Trust

My 30 Leadership Hacks - helping you to achieve more in less time

Introduction

This is an article I have been meaning to complete for some time, mainly because I started thinking about it 30 years ago! I have been lucky enough to work with, and in the presence of, some amazing leaders who often make leadership easier - both for the people they influence and probably for themselves, enabling them to do more for the people they serve.

I observed what worked and consciously decided that I would adapt some of these ways of thinking to improve my performance.

As I started a new role in 1991, I decided that I was going to hack my current approach.

A leadership hack definition is anything that helps you accomplish more in less time. To accomplish more, leaders need to hack their current approach with new ways of thinking and influencing that will enable them to do more with less. Individual hacks are shortcuts that leaders can use themselves to lift their performance.

How it started



Making a start on my Leadership Hacks in 1991 as a newly promoted Warrant Officer in the British Army

I hope some of these 'hacks' will help you save time and energy throughout your leadership journey. So, let's dive in:

1. **Whose Train Set is it?** How much space do you have to act or change in your organisation? (what can you **Control**? Influence? Or you will just have to **Accept** (CIA)? Don't waste time and energy over things you have no control over. Do ask yourself this question: 'Whose train set is it' at the start of each new role, then periodically assess your CIA.
2. **Recognising patterns of behaviour** – predicting the future. You may not be able to predict someone's behaviour but over time you will recognise patterns of behaviour, to the point you can predict what will happen next.

“What has been will be again, what has been done will be done again; there is nothing new under the sun.” Ecclesiastes 1:9

3. **Support.** Support can mean two different things to people. It can be perceived as doing the job for them or it can be supporting your colleague to do their job better. Do the latter, you do not have time for the former.
4. **Leaders Lean Back.** Delegate whenever you can, but remember whilst you can delegate responsibility, the accountability stays with you. Are you providing the space for people to act? By stretching your team members, you are giving them opportunities to shine and develop.

Related: [Leaders Lean Back – Leadership in the Raw](#)

5. **Procrastinate on purpose** – slow down to hurry up. Something doesn't feel quite right? Don't be rushed into making decisions if you do not have all the facts and information in front of you. Just because it is priority for them doesn't mean it has to be a priority for you.
6. **Be Kind** – nobody remembers the spreadsheet, but they do remember your kindness.

“There are lots of good things in the world, but I'm not sure that comradeship is not the best of them all-to **know that you can do something big for another chap**”
Sir Ernest Shackleton Polar Explorer

7. **Go with your gut feeling** learn to trust what your gut is telling you. 99% of the time, it will be the right call. Whenever I made mistakes e.g., recruiting the wrong person for a role, it was because I didn't go with my gut feeling. I regretted it and lost lots of time remedying my mistake.
8. **Surround yourself with talent** – Recognise you can only be Olympic standard at one or two things – you don't have to be the one with all the answers or do all the inspiring – be inspired by your colleagues - seek out mentors within your team for the things you need to learn.
9. **Never stop recruiting** – the next person who walks through the door could change how you look at things and it could even change your life. Always be on the lookout for the next super talent even when you have no vacancies.
10. **Take control of recruiting** don't leave it to the recruitment team. You know what you need so now go and find them. I have never understood managers who see recruitment as someone else's responsibility.
11. **Build Trust** if people like you, they will listen to you. If they trust you, they will do business with you. Building trust is something you do every day.

Related: [Being Bettina's Dad: 'Trust' is a gift you must earn – Leadership in the Raw](#)

12. **Invest in yourself** – it may mean extra hours sometimes at the weekend, but I guarantee you will see a return on your investment! A saying in my first career holds true: ‘put the time in to get the time off’
13. **Show Gratitude in everything you do.** Remember to thank your colleagues for a job well done. They will appreciate it. I know I do when I am thanked, and I want to do more for someone.
14. **Maintain your humour** particularly in adverse conditions. Your colleagues will appreciate it. Self-deprecating humour from a leader can take the tension away in difficult situations. It will enable those around you to focus on the job in hand.
15. **Consistency matters.** behave consistently in your attitude towards people. I have always judged people on their attitude (positive) and results (do they deliver on what they say they will do), nothing else. Avoid mood swings. This stops your colleagues wondering what kind of manager they will meet today. If you are consistent people are not frightened about approaching you to get the job done.
16. **Eat the Frog** What is the most challenging but potentially rewarding task that you can do today? Don’t put off doing it until the end of the day – you’ll waste time doing less important things and worrying about how you still have to “eat the frog”. Write it down. Make it your first task of the day and then relax.
17. **No blame culture** – take the blame for your team. In my experience where there is blame there is fear. You want confident, innovative, creative personalities who will take your team forward. They will, but they need to know you have their back. It is not enough to say you have a ‘no blame culture’ - you need to evidence it. Regularly tell your colleagues about your no blame culture. It builds trust.
18. **Seek out ideas** and listen very carefully. A lesson I learned from the Army: a team member might only have one life changing idea, be sure to be standing next to the person when they raise it.
19. **Patience** – knowing that you won’t always get a ‘yes’ the first time of asking. Sometimes you need to revisit the proposal in six months’ time. It might just need refining or re-branding. In my experience there have even been occasions where the person who initially turned down an idea couldn’t remember rejecting it the first time.
20. **Build your network (and call on their talents)** both within and outside of your organisation – start with the principle of “what can I do for you” rather than “what can you do for me”. The “Boss” I have now is the same one I had 30 years ago when I was in the army, albeit in a completely different career – a part of my network I have retained. Related: [Networking: it really is all about who you know – Leadership in the Raw](#)
21. **Have plenty of stories to tell.** Everybody remembers ‘David and Goliath’s story’ nobody remembers the super spreadsheet you provided. I have personally found that stories from leaders capture my imagination. They often paint a picture of what can be.
22. **What are your performance indicators?** How do you measure yourself? Score yourself out of 10. There are times when I have done some work or attended meetings where I feel I have scored a lower mark than desired, so I reflect on my score and look to improve on the result. There may be a good explanation for a low score, so how can I improve my performance in a similar environment next time?

23. **What would someone you have previously worked for/respect do** in a similar situation? Imagine you are them. I have often done this as an athlete. Coming of the final bend in a race, what would Steve Ovett (1980 Gold Medallist) do next?
24. **Discipline sets you free** – Know your routines, structure, frameworks and stick with them. Yes, refine and improve your personal systems and processes but trust them. Discipline becomes very important when you are in the middle of a crisis.
25. **Relentless focus** on pieces of work – set a time to accomplish a paper and see if you can complete within the time allotted.
26. **Sweat the small stuff** – your gut feeling is telling you this is wrong. You recognise the pattern of ‘behaviour’ from previous experiences. Tackle it now while it is small before you have to deal with it when it is big. Often as Chair for a Disciplinary Hearing I could see that had the behaviour been tackled when it started, I would not be hearing it now.
27. **What do you want to be known for?** What is your added value? When your name is mentioned, what do you want them to think? They expect you to do a good job as it is what you are paid to do, but what is that little extra you bring to the table that makes you different? It could be a leadership attribute or a particular skill or interest.
28. **Get Creative - Time out.** Step outside and go for a walk or a run. If you can find time for lunch or a social conversation with a colleague, then you can find time to do this. I guarantee you will receive a return on your investment. With no distractions you will be able to tackle that insurmountable problem you couldn’t solve sitting in front of a laptop.
29. **Celebrate success** We can all be in rush to face the next challenge without taking some time to recognise a success or a job well done. Make it the first item on your next team meeting, but don’t rest on your laurels as successes tend to have a short shelf life, then get cracking on with your next endeavour.
30. Know your: (and tell people)
 - **Values (and write them down)** [Values in Action – Leadership in the Raw](#)
 - **Vision** (where you want to get to) do your colleagues know it? Capture people’s imagination by painting a picture of what can be (be creative). Get buy in and people will start helping you achieve it.
 - **Purpose – create a buzz** your reason why something is being done or created or for which something exists (for me this is the company I work for www.dosh.org) . Can people feel your determination and resolve?

How it is going



Still learning still writing down the hacks. There will never be a time when I can put my feet up and think “that’s it, I am a success now”. Remember you are only as good as your last race.

Why Building Rapport and Positive Relationships is Important

By Matt Bindon



Thera support adults with a learning disability www.thera.co.uk

Why is Rapport so important?

To build a good relationship with a person supported or anyone that you want to get on with, we first need to establish a good rapport with them. Rapport is hugely important in any positive relationship building but is something that can also get missed out or easily overlooked.

Rapport from a behavioural therapist perspective quite simply means having a sense of connection with the person you are working with or supporting and recognising that this sense of connection will be helped by how you manage your own feelings, and how you subsequently behave with or towards the person when you are with them.

Very often within our working role when we are getting to know and support a new person, unless that person feels a sense of rapport, they will be less likely to be able to work as well with the staff member to build and develop that important trusting relationship that we all need from certain people in our day to day lives.

Things that can help to build a good rapport are:

1/ Being well prepared: make sure that time spent with the person supported is dedicated time and is unrushed and calm. Check that you are ready and well prepared to be there for that person, putting any of your own issues and problems out of the way for the duration of the time.

2/ Create and make a safe and trusting environment: this includes making the environment appealing and comfortable with a sense of belonging – check to make sure you avoid too many stimuli, disturbances or unnecessary distractions.

3/ Be empathetic and committed: let the person supported see you are making a genuine effort to be there for them, and by trying to see how they may see and feel about things during your time spent with them.

4/ Have an accepting manner: being non-judgmental however much the person's behaviour surprises or affects you as a staff member; offering unconditional positive regard (UPR) whilst maintaining respect will help to build that important trusting relationship.

5/ Being unrushed: allowing the person time, as many behaviours we see on a day-to-day basis are adaptive in an attempt to solve a problem!

Remember, we don't always need to try to solve all the problems at that very moment.

6/ Being congruent: being honest in a well-considered and kindly way, and gently supporting people through any negative thought patterns or dysfunctional beliefs when the time is right can be very effective, whilst also remembering in being sensitive to their emotive and psychological state.

Be patient with people supported who may struggle or not be able to verbally communicate how they are feeling, and don't be worried about asking someone for help or assistance if you are unsure.

Some of the skills we can use to develop rapport are:

Active listening: not only is this just about listening, but it is also about ensuring that the person supported feels heard. To do this, we must also respond respectfully and with dignity

Allowing for the use of space and silence: silence enables the person space to process their thoughts and feelings without distraction, some people supported may need longer processing time before they can respond

Reflecting and paraphrasing allows the person supported to perceive that they are being listened to and understood completely

Thoughtful use of communication and interaction: giving some thought before asking any questions or supporting with prompting, gauging how the person may be feeling (psychologically and emotionally) at that time

We can help to do this by:

- Creating a warm and respectful environment for the person
- Utilising and offering the 'core conditions' (as mentioned above - some of these core conditions are also within the PBS learning module)
- Establishing credibility and respect for the person by offering a thoughtful and professional approach

Building a good rapport is as much about the staff member as a person than any techniques or skills they may necessarily have or use.

We as staff members need to be thoughtful that people supported just like most of us are drawn to build relationships with people who are caring, trustful and show interest in who we are.

If a good rapport can be established, a person will grow and allow trust to develop with a stronger foundation being laid for real growth and development to occur moving positively forwards.

Matt Bindon (Oct 2021)

Pro/Dip: Positive Behaviour Support

Advanced-Pro/Dip: Positive Behaviour Support,

Quality Licenced Cert: Cognitive Behaviour Therapy

The Importance of Humility in Leadership—and How to Spot Unhealthy Ego Habits

By Tristan Ahumada

To me, at least, one of the most interesting aspects of our human psyche is the ability to recognize faults in other people that we don't see in ourselves.

So I was grateful last week when a friend texted to ask me if I was aware some of my recent actions could be seen as prideful.

I had shown up late to a meeting and thought nothing of it, but the more I considered it, the more I realized I should have done a much better job apologizing, and most importantly, to be on time.

I took time to reflect on myself so that I could better understand what I did wrong and how not to do it again. I know that sometimes our actions can be misconstrued by others, but I don't like to leave it to chance. I know we can't please everyone or meet everyone's expectations of what we should be doing, but we must also understand our duty as leaders to [be the best example](#) we can be to those around us.

Bishop T.D. Jakes told me that [it all starts with humility](#). He's right. The ability to connect and discuss differing views without feeling personally attacked is what allows for massive growth. If we can't do that as leaders, it reflects a superiority complex. That's not good.

I definitely don't want people working in my organization to accuse me of acting like I'm superior to them. But I know that it can happen by accident. Some key things to watch out for to keep a [superiority complex](#) in check are the following.

1. You're not better.

Never be certain that you are better than anyone. You can learn from absolutely everyone if you [listen intently](#). We all share the fact that we are human, and being human we share similar emotions, trials and challenges. We all are good at something and terrible at another.

2. You need feedback.

Never assume that you don't need feedback to grow. You better believe that there is [always room for improvement](#). Criticism is the breakfast of champions. Get used to people telling you what they think you should or shouldn't do. Be sure to have your values in place so you know what is important to you and what you should always be working on to better yourself.

3. No admiration is needed.

No one should feel compelled to admire you. If they do, always treat them with respect. Admiration is something that you should not seek intently.

4. It's you, not them.

Don't assume that people misunderstand you. Take the approach that you may be the one who is approaching the situation in a way that requires less ego and more humility.

5. Take time to listen.

If you don't actively engage with people, you will definitely be seen as vain and egotistical. Always take time to talk to people and see them eye to eye. Especially if you are in person and you are in a crowd. Always do your best to address as many people as possible. If you ever see me in person, you will see that I do my best to talk to you and look you in the eyes. I want to acknowledge that you exist and that you are important to me at that moment.

6. Show up.

Show up to your meetings and show up on time. When you don't, people may start thinking that you feel you're too good for them. I often have a packed schedule, so this is one I'm working on. If you don't respect other people's time, they will instantly assume that you don't respect them.

If you take one thing away from this, please remember that it's OK for people to criticize you. That's how we grow.

Take time to reflect on who you are and how your actions affect others. After doing this personal deep dive, I realized that my actions were wrong, and I changed pretty quickly.

Acting superior or displaying other characteristics of a superiority complex is usually a way to mask or hide feelings of inferiority. To an extent, we all have pride about ourselves and we all have an ego. But as leaders, we must be sure to keep this side of ourselves in check and be aware of our actions and the way we talk to people.

This article originally appeared in the November/December 2021 Issue of SUCCESS magazine.

Tristan Ahumada

Articles

Tristan Ahumada is the People Editor for SUCCESS, operates Lab Coat Agents as its CEO, consults Fortune 500 companies, runs a successful Real Estate team in California, expansion teams in the U.S. (in different brokerages), owner in one Brokerage, currently sits on different boards for tech companies, and is also an international speaker. His love for technology and systems pushes him to test and use the latest products for growth for all businesses around the world including Real Estate Agents/Brokers. Tristan is from Southern California where he currently lives with his wife and two kids.

Leadership from a Gangster's Point of View

Time to read: 42 seconds



Dear Steve

For the last 20 years I have believed that the single most powerful how-to of them all is that the fastest way to make any change in your life is to act as-if that change has already been made – originating over 100 years ago and made popular by Neuro Linguistic Programming.

In a 13 second film voice-over, that changed...

In 2019 BC – Before Covid – Rosalind and I went to see Guy Richie's film 'The Gentlemen'.

Normally – even though people tell me its far from normal – I take a small notebook to the cinema – to write down anything that inspires me.

On this occasion I left it behind, after all, I thought, what could possibly be worth writing down from a gangster film?

As the film was about to begin, it actually felt quite relaxing – cathartic even – that I could simply enjoy the film for its own sake.

In the opening scene Michael Pearson – Matthew McConaughey – walks into a pub, orders a pint and a pickled egg and sits down, when we hear a voice over from the same character:

'If you wish to be the king of the jungle

it's not enough to act like a king.

You must be the king.

And there can be no doubt.

Because doubt causes chaos, and one's own demise.'

WOW – that is one stage beyond 'As-If'

WOW – I must write that down

PANIC – I have no notebook – I even left my phone at home!

So I kept saying these lines over and over – concentrating on the film after that was tough!

I needn't have bothered – because those very same words are repeated – right at the end of the film!!!

They may be Guy Richie's own words, their origins may be elsewhere.

No matter...

Have an Outcome

Don't act as-if you have achieved it

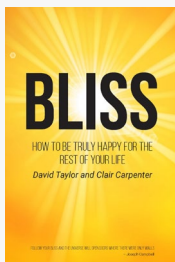
Be It

With my love and best wishes to Guy Richie, and to you all

David

X

PS – Just Published – Bliss – How To Be Truly Happy For The Rest Of Your Life, written with Harvard Psychology Post-Graduate Clair Carpenter [Buy it here](#)



[@nakedleader](#) across all social media

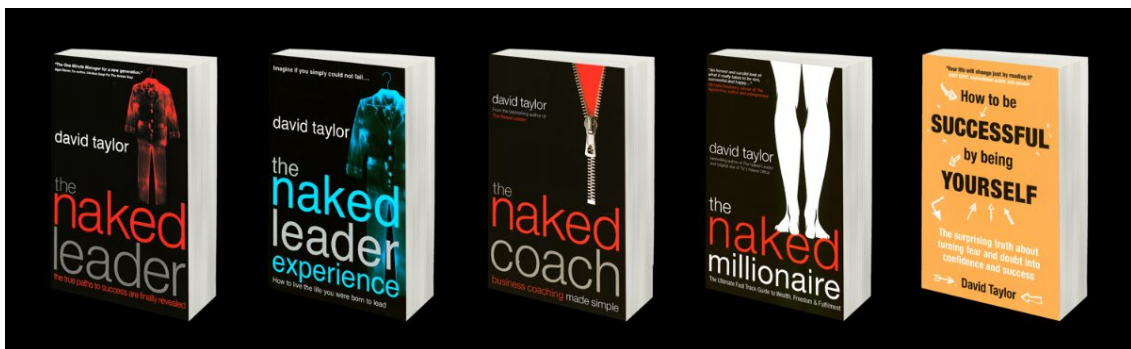
www.davidtaylorblog.com

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Want to achieve 3 times more value, confidence and agility from the people that you already have?

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Take responsibility for your own energy; where you left it, how you share it
and where you get it from" Elysia Skye

SOURCE: HARVARD BIZ. REVIEW

CONNECT THEN LEAD



LEADERS WHO PROJECT STRENGTH BEFORE WARMTH RUN RISK OF ELICITING FEAR


THE WAY TO INFLUENCE is to begin with WARMTH

facilitates trust, communication and absorption of ideas.

BUILD FOUNDATION OF TRUST FIRST



BEFORE PEOPLE DECIDE WHAT THEY THINK OF YOUR MESSAGE, THEY DECIDE WHAT THEY THINK OF YOU.



ONCE YOU ESTABLISH YOUR WARMTH, YOUR STRENGTH IS A WELCOME REASSURANCE

"CONNECT FIRST" - AND YOUR LEADERSHIP BECOMES A GIFT, NOT A THREAT



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