Start RIGHT, Stay RIGHT...

LEAD RIGHT

Every Leader’s Straight-Talk Guide to JOB SUCCESS

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INTRODUCTION
You have a title.
Do your people have a leader?

Fact is, having a leadership position and being a leader are not one and the same. Your position is something that was bestowed on you … something you were appointed to … something you became eligible for by being a good performer in the past. What you did “yesterday,” as an employee, helped you get the title or classification you hold today. And that’s exactly what your position is: a title … a classification.

Being a true leader, however, is much different. “Leader” is a descriptor – a label that you EARN through specific behaviors. It’s based on what you do today, and what you will do tomorrow – not what’s printed on your business card or engraved on your name tag. And earning the label of “leader” requires that you think and act in ways that are considerably different from what you did before you were promoted. Simply put,

in order to be a leader, you must do the things that leaders do … and you must do them well.

What are those things? You’re about to find out.
Whether you’re a seasoned manager or someone just starting in a leadership position, no matter if this is your ideal job or merely one stop on a larger career journey, you need to be successful. This book will show you how! So, pay attention to what you’re about to read.

◆ You owe it to your organization – the one that has given a vote of confidence by placing you in your current position … the one that entrusted you with its most valuable resource: its people.
◆ You owe it to your team members – those who depend on you for leadership and guidance … those whose performance and results are inextricably linked to yours.

Most importantly …

◆ You owe it to yourself – the one who must live with the image you see in the mirror … the one who ultimately benefits from, or is hurt by, the actions you take and the track record you add to each day.

On the pages that follow, you’ll find twenty-six “To Do’s” – a collection of ideas and proven strategies guaranteed to help you get the results you want and need. They’re written in a “pull no punches” style, so get ready for some straight talk.

USE and APPLY the information in this handbook, and you’ll not only improve your overall effectiveness, but you’ll also build a reputation (and a legacy) as a top-notch leader – someone who will always …

LEAD RIGHT!
LEADERSHIP is practiced not so much in words as in ATTITUDE ... and in ACTIONS.

~ Harold S. Geneen ~