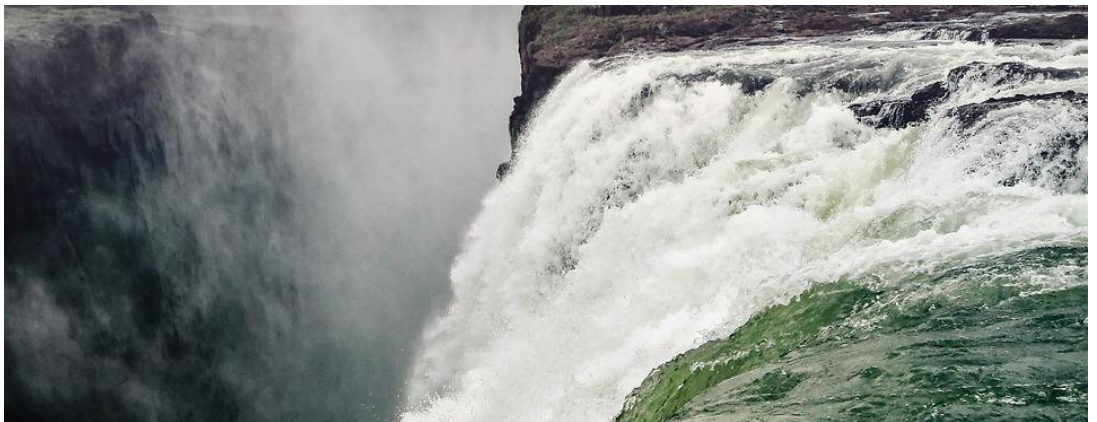
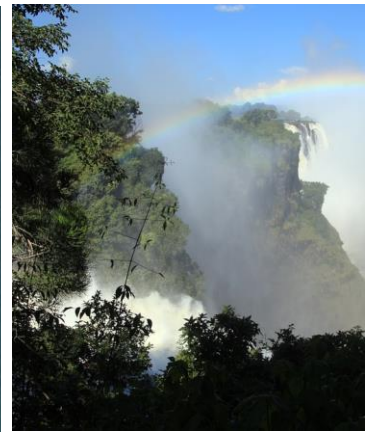




WHEN LEADERSHIP

NEEDS TRANSFORMATION





What is the
problem?



1.3bn Population

100 million Middle class

\$4 per day spending power

Out of the top ten

3 are in Africa









Time for Change



Disrupt or be disrupted

facebook®

 iPhone

 **BlackBerry**

NOKIA
Connecting People

Kodak

amazon




Old Way

New Way

Transformation!!!





Now

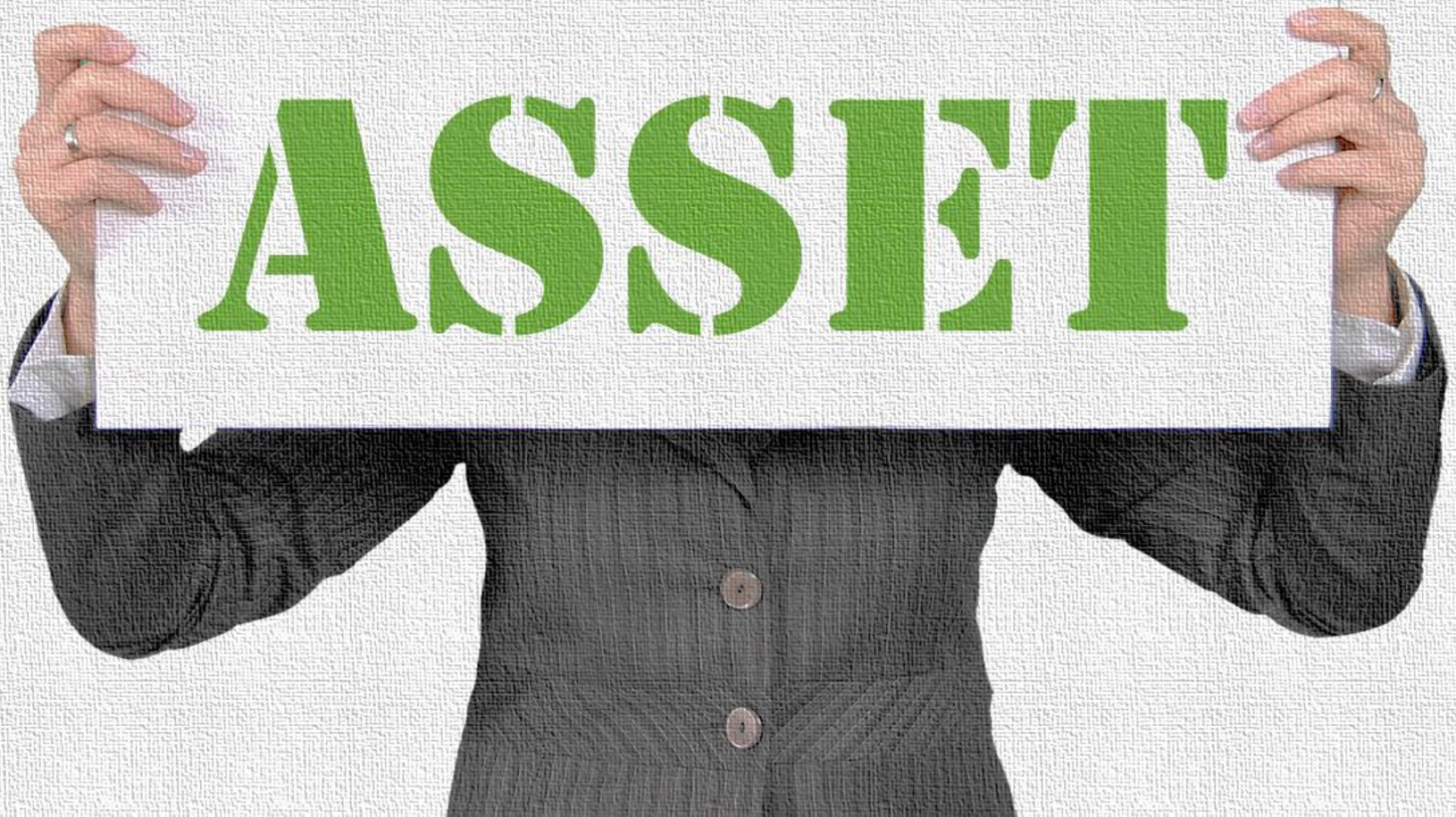


future



The two-business principle

**YOUR
BIGGEST
ASSET**





**COMPETITIVE
ADVANTAGE**

employees

“Nothing else
distinguishes effective
executives as much as
their tender loving care
of time.”

Peter Drucker



Time Management



Priority Management





The importance of setting your goals

Setting your goals

S M A R T



Executing your goals

S

M

A

R

T



How To Prepare yourself to be a transformative leader

Intentionality

- ✓ **You have to make a decision**
- ✓ **Deliberately change your habits**
- ✓ **Base your actions on pure intentions**
- ✓ **Tiny and meaningful actions**

Play for the team

- ✓ **You are part of a larger vision**
- ✓ **Value your team's contribution**
- ✓ **Keep your commitments to your team**
- ✓ **Clearly articulate the vision**

Build Relationships

- ✓ **Seek to influence not to direct, build relationships**
- ✓ **Understand people's needs**
- ✓ **Word of mouth brings good business**
- ✓ **Sincerity attracts more than a magnet**

Know thyself...!!!

- ✓ **Who are you.....Really???**
- ✓ **Your values and beliefs**
- ✓ **Decisions are easier when you know who you are**
- ✓ **You can only truly see what you want from the vantage point of who you are.**



Discover these three



Values

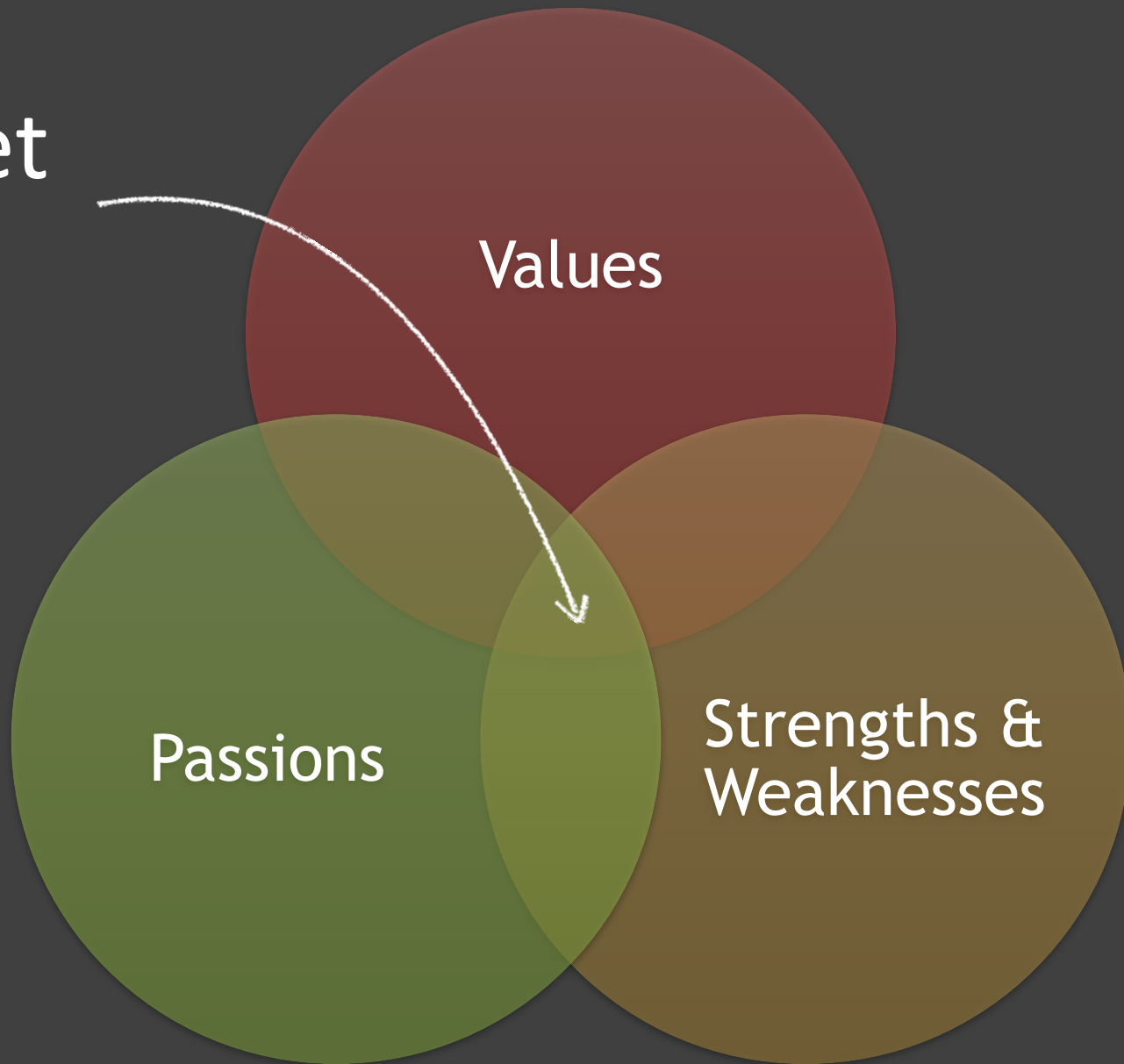


A Venn diagram consisting of two overlapping circles on a dark gray background. The left circle is a dark red color and contains the word "Values" in white. The right circle is a dark olive green color and contains the words "Strengths and Weakness" in white. The overlapping area in the center is a darker, brownish-green color.

Values

Strengths
and
Weakness

The Sweet Spot





Leadership is a call to serve

ATTITUDE

THE 100 BEST CEOs IN THE WORLD*



Dr CAROL DWECK

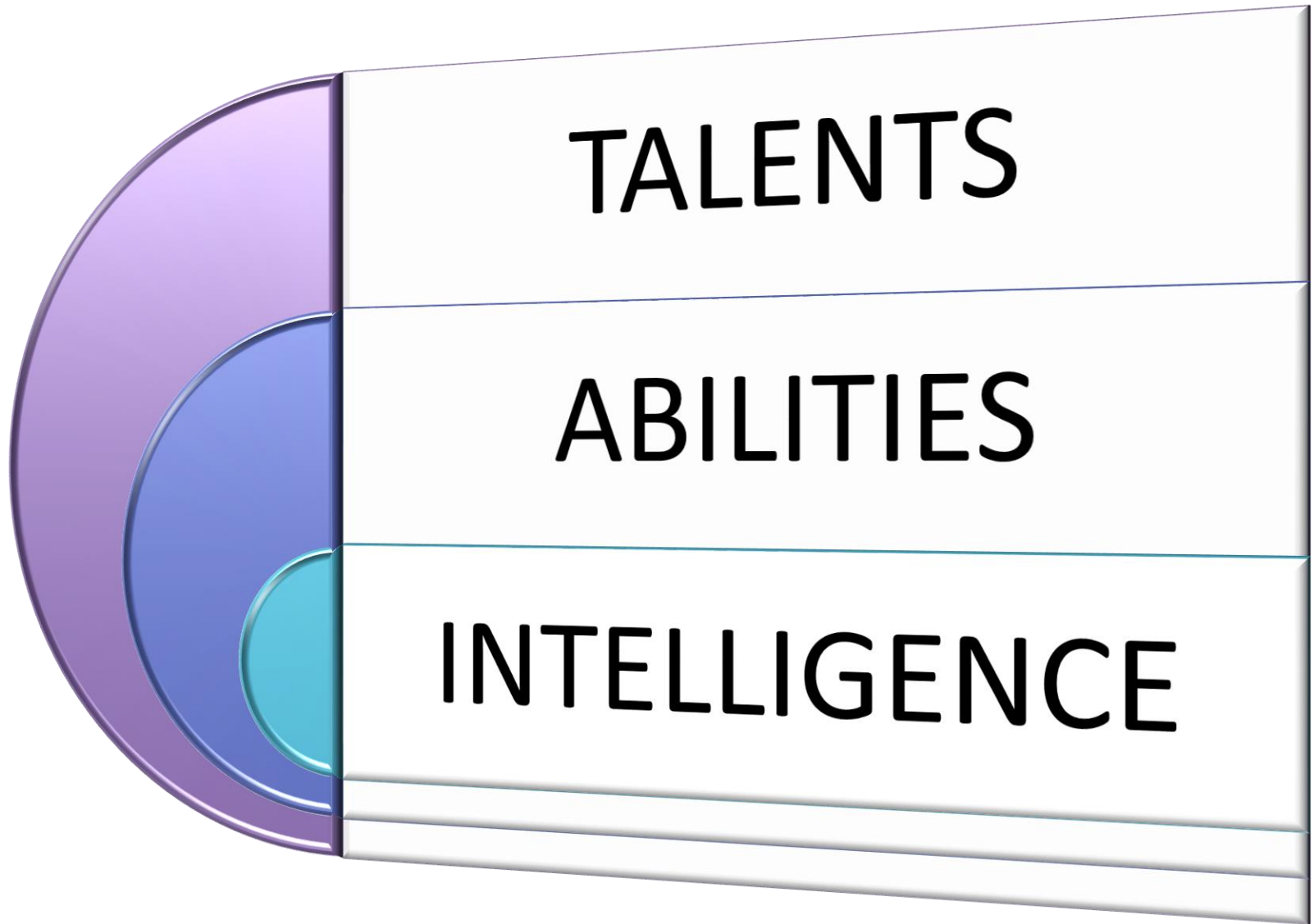


Stanford
University

**Your attitude is a better
predictor of success than
your IQ.**



Attitude is everything



The Iceberg



**KNOWN
TO OTHERS**

**KNOWLEDGE
&
SKILLS**

SEA LEVEL

**UNKNOWN
TO OTHERS**

ATTITUDE



Attitude & Behavior



**KNOWN
TO OTHERS**

BEHAVIOR

SEA LEVEL

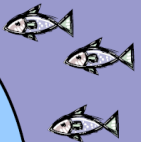
**UNKNOWN
TO OTHERS**



VALUES – STANDARDS – JUDGMENTS

ATTITUDE

MOTIVES – ETHICS - BELIEFS



FACT

➤ 85% of the person got promotion of their a

➤ 15% of the person got promotion because of their knowledge and inte

did you know?

Our Education System

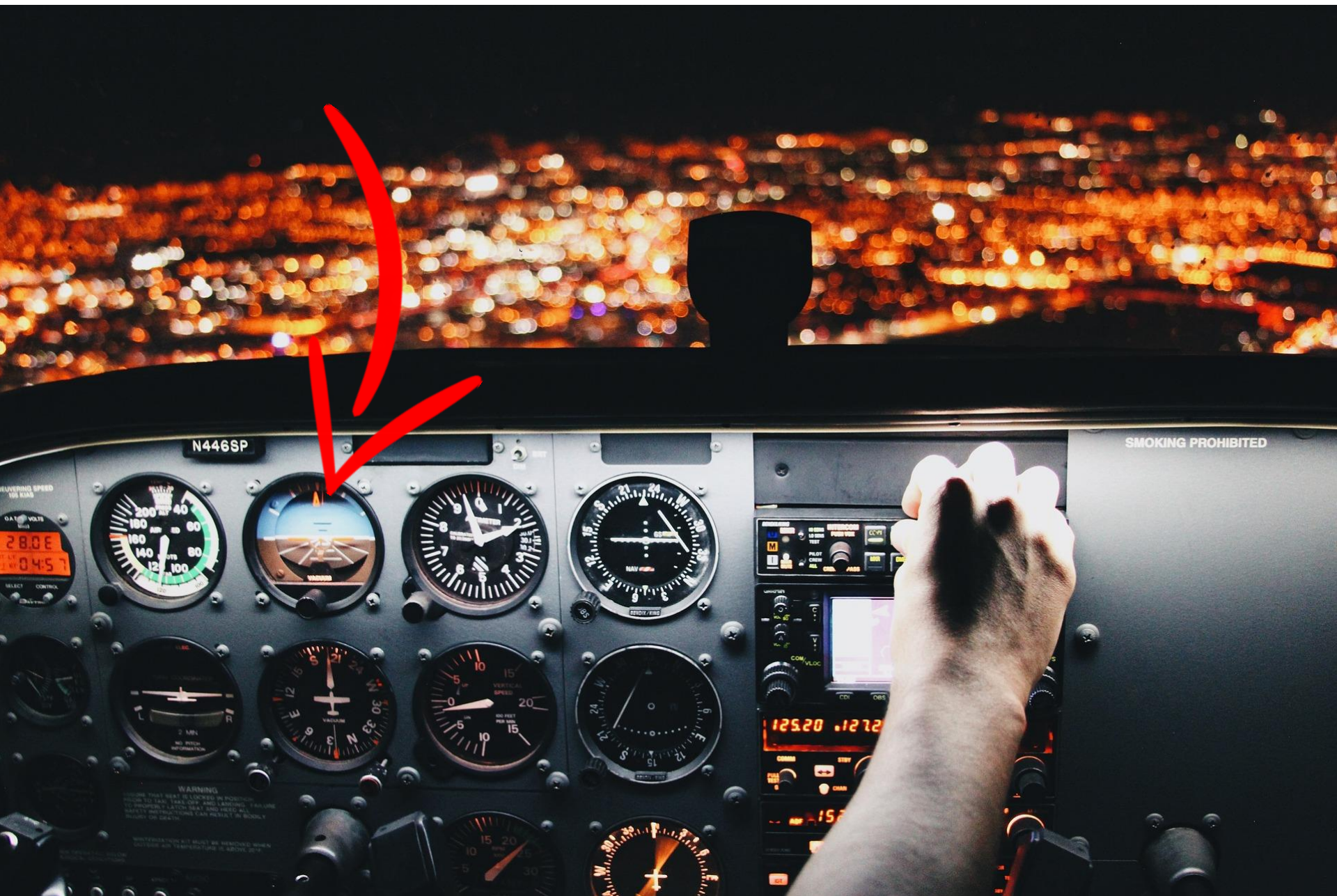


- Teaches us facts and figures yet facts and figures only contribute 15% to your success in a career.
- Attitude is only learnt from the University of Life.
 - ☐ No teacher,
 - ☐ No curriculum,
 - ☐ No Exam.
 - ☐ No graduation

You are on your own.

THE COCKPIT

INSIDE THE COCKPIT





Climbing left bank



Straight climb



Climbing right bank



Level left bank



Artificial horizon

Adjustment knob



Level right bank



Descending left bank



Straight descent

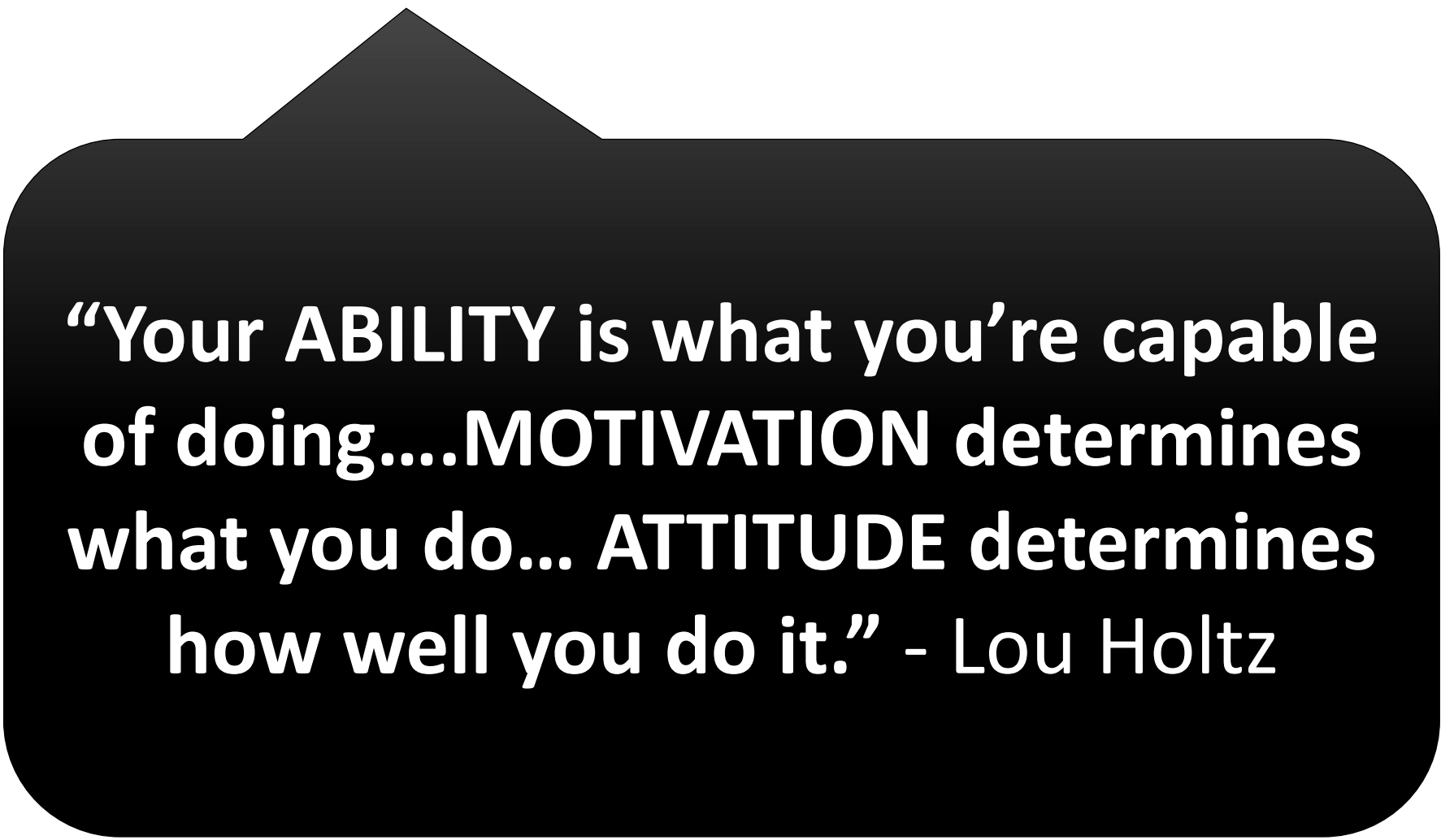


Descending right bank



The plane
and its
Attitude





“Your ABILITY is what you’re capable of doing...MOTIVATION determines what you do... ATTITUDE determines how well you do it.” - Lou Holtz

Attitude defined

The way a person thinks or feels about something or someone and subsequently his/her actions towards that thing or person.



There's a direct relationship between a person's behavior and their attitude

Positive Attitude

If you look the right way,
you can see that
the whole world
is a garden

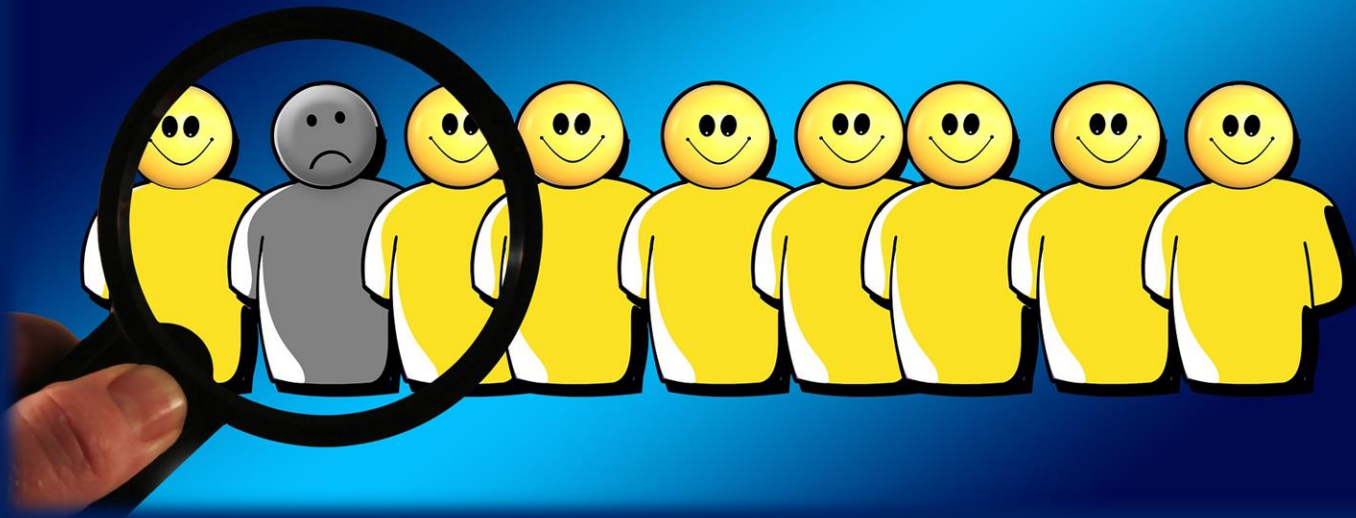
- Frances Hodgson Burnett

A Bad Attitude

Is Like A Flat Tire.

You Can't Go Anywhere

Till You Change It.



This is going to be
a wonderful day!

+



This is going to be
a crappy day!

-



THINKING





I am responsible . . .

. . . for who I am

. . . for what I have

. . . for what I do

ATTITUDE

Seven steps to improving your attitude

Step 1. Make a decision today to
change

MAKE IT

YOUR DECISION

Step 2. Shift your FOCUS



Step 3. Be more curious instead of being judgmental



Curious



Judgmental

Step 4. Develop an attitude of gratitude

I am grateful
for

Step 5. Remember you are not perfect

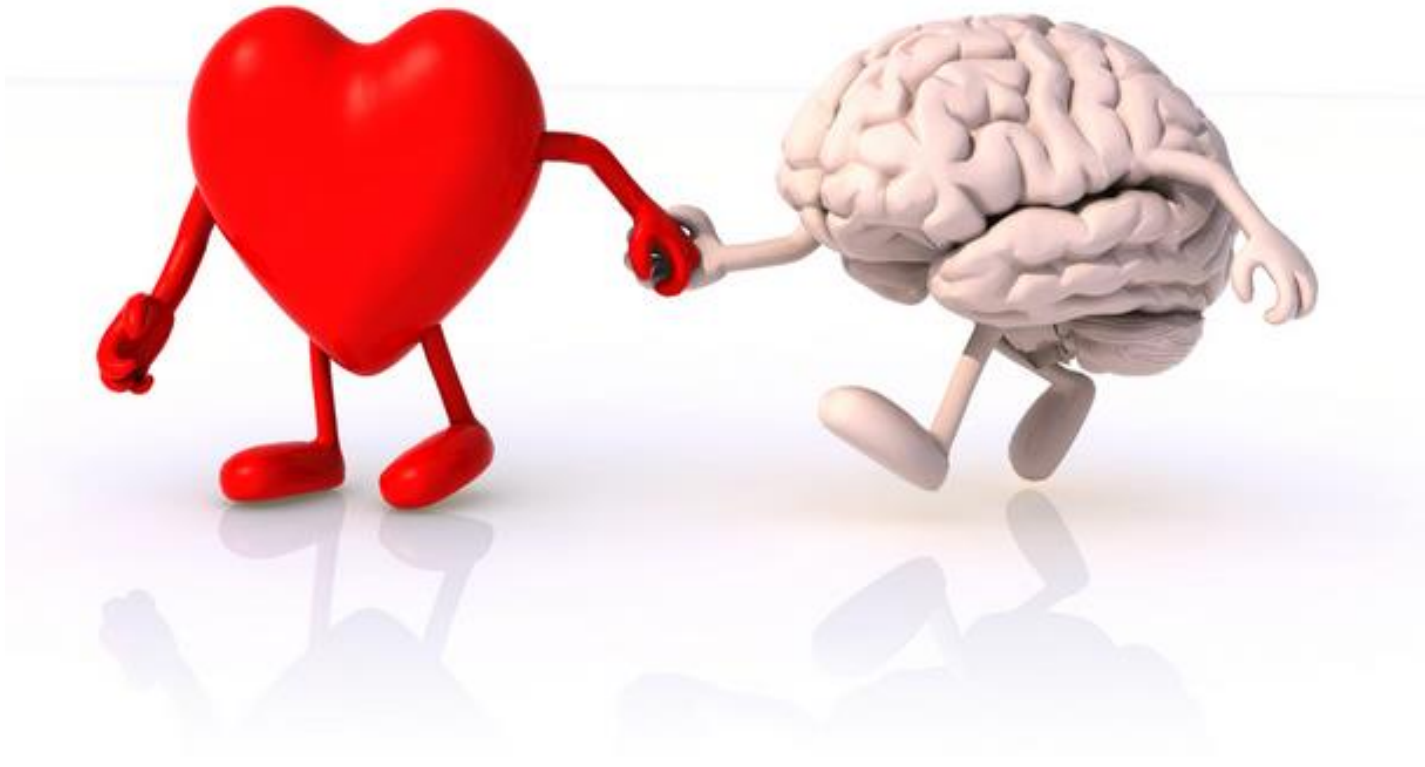


Step 6. Believe in yourself



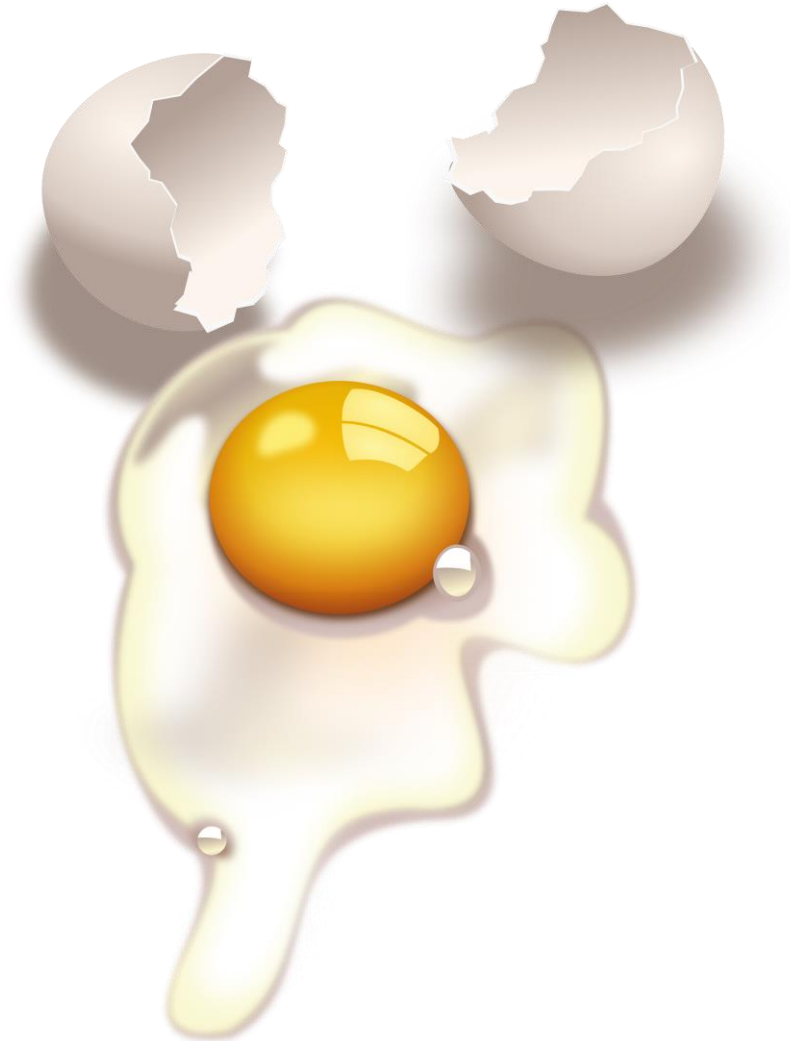
Step 7. Take action....NOW



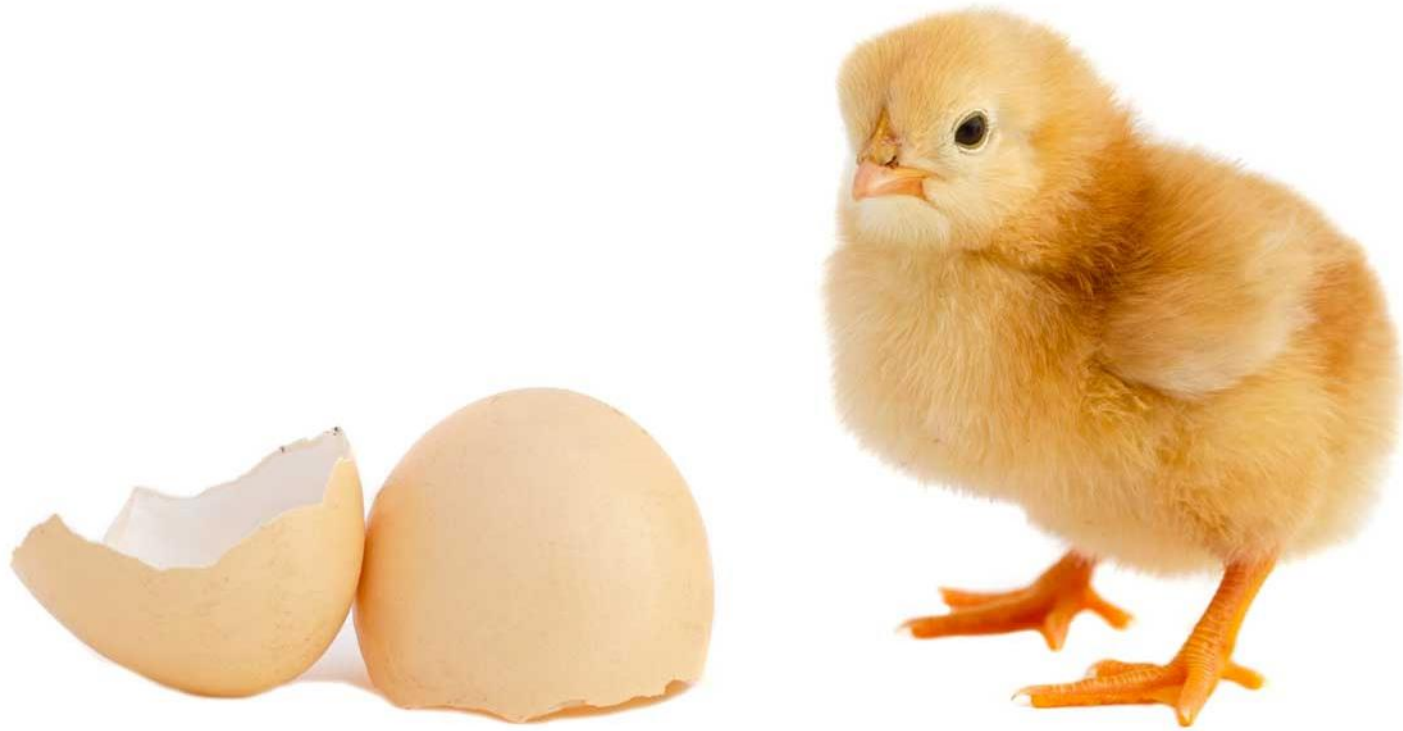


The mind follows the heart

“If an egg is broken from outside force, life ends, but if it is broken from inside, life begins.” Jim Kwik



“If an egg is broken from outside force, life ends, but if it is broken from inside, life begins.” Jim Kwik



Final Words

Whatever you do, leave a part of you in that process.

“Whether You Think You Can Or Think You Can’t,
You’re Right.”- Henry Ford

Negative thoughts have no power except for the
power that you give to them.

Each of us can achieve far beyond what we currently
think is possible



I am responsible . . .

. . . for who I am

. . . for what I have

. . . for what I do

ATTITUDE

**YES
YOU CAN**

BEST IN THE WORLD

It's...

~~im~~possible

**THANK
YOU!**





ACCA

Association of Chartered
Certified Accountants

**Dollars &
Sense**



University of
Salford
MANCHESTER

PURE FM
Love.Life.Music

The JOHN MAXWELL **Team**

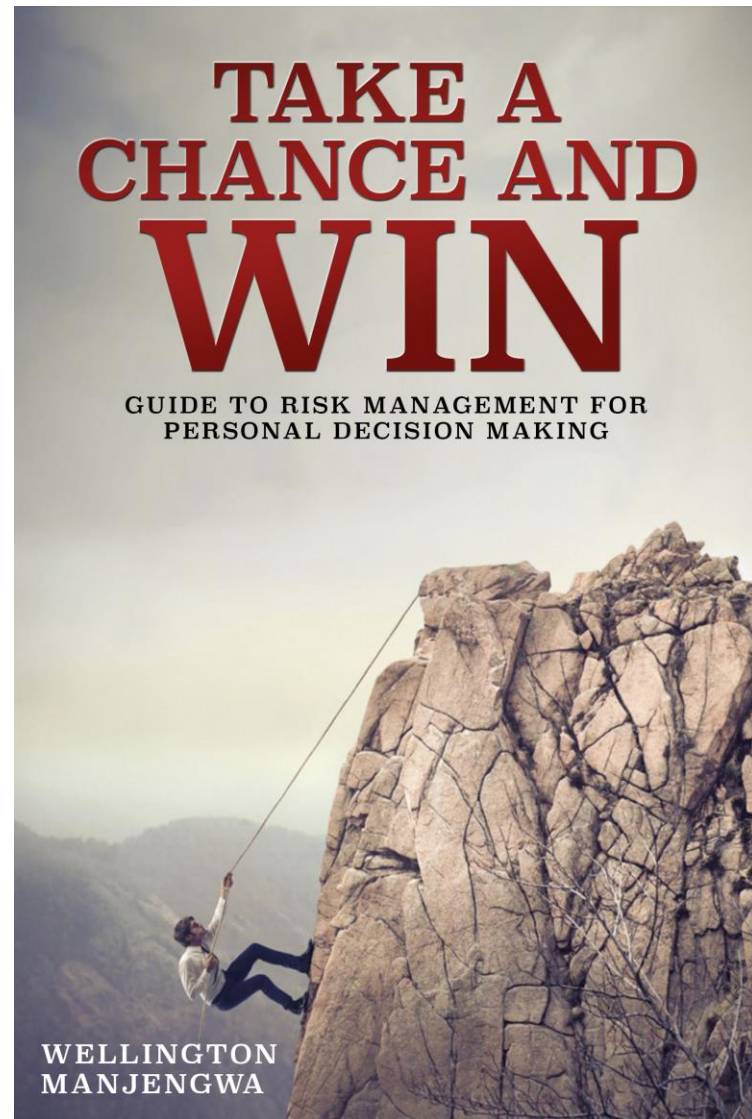
AN INDEPENDENT
CERTIFIED



COACH, TEACHER
& SPEAKER

www.wellofinspiration.com

www.takeachanceandwin.com



 **The Well of
Inspiration**

The JOHN MAXWELL Team



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