What Fortune 100 Leaders Know... That You Don’t.

With Tammy Redmon, The Team Optimizer

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Author of the newly released book - *Playing in the Sandbox*
Defining a Leader

Webster Says…
noun
1. a person or thing that leads.
2. a guiding or directing head, as of an army, movement, or political group.
3. a conductor or director, as of an orchestra, band, or chorus.
What Type Are You?

1. Leader of Self

2. Leader of Others

3. Leader of Leaders of Others
Scotoma:
Where is a Blind Spot for you?

- Habits
- Attitudes
- Beliefs
- Expectations
Good...

...is the Enemy of Great
The 9 Characteristics of Great Leaders
Exceptional Communicators

AFP® Annual Conference
Sacrifice

“Great achievement is usually born of Great Sacrifice.”

Napoleon Hill
Revolutionary

Know their Brand
Renegade

Sir Richard Branson
Raising the Standard for Self then Others

Indra Nooyi

AFP Annual Conference
Transparency
Fail Forward

Jack Welch
Unwavering

Steve Jobs
Under Performance

UNDER-PERFORMERS ZAP PRODUCTIVITY

260 DAYS PER YEAR

65 DAYS PER YEAR

AFP® Annual Conference
Autonomy... what about it?
How to Identify what Motivates your Team
Values

How important are they?
What are Your core values?
Why do you want to know them?
How do we apply them with our team?
Bold Conversations

What are they?
Why are they necessary?
What is the risk in NOT having them?
What are the 3 keys to their success?
Power of Pause
Ways to Engage:

1. Buy New Book - Playing in the Sandbox
2. Bring in for a Workshop
3. One:One and Team Communications Coaching
4. Speaking at your Next Event
5. Connect at www.theteamoptimizer.com