

# THE EXTRA POINT

BY JERRY ROBERTS



## # 413 Leadership is Not in a Title – It's in Your Actions

What makes you a leader? Too many people think it's about a title. Live2Lead conference speaker Chris Hogan has some definite ideas on that. I'm Jerry Roberts and today, Hogan gives seven things we can all do to display leadership to people on our team. That's up next on The Extra Point.

Chris Hogan is an author, speaker, and a key leader in the Dave Ramsey organization. He'll be one of five exceptional speakers at the 2019 [Live2Lead Guam conference](#), coming up on November 7.

Hogan believes leadership has nothing to do with a title. It has everything to do with your attitude and your actions. Leadership is about how you interact with people and how you motivate them to work with you toward a goal together. Whatever your position is in the organization, you can be a leader. Here are seven ways:

1. Value every relationship. There's a person behind every job title, and that person represents a family. You have the chance to influence a family by the way you interact with every team member.
2. Think about your team's needs before your own. Would you be willing to finish a report so a team member can go home? When it's crunch time and the team is working late, do you buy takeout for everyone — out of your own pocket? This kind of thing speaks volumes.
3. Help your team grow. Provide training and opportunities for them to work at their full potential. Encourage and sponsor continuing education. Don't put up with mediocrity. Every person must be challenged to up their game.
4. Share the credit. You accomplished a goal, but you didn't do it alone. Let leadership know who helped you. Make your team look good. Give them the spotlight and let them shine.

5. Shoulder the blame. This is the companion action to the last one. If you and your team fail to meet a goal or a project doesn't go as well as planned, the blame stops with you. Have your team's back and don't throw them under the bus. If you need to give feedback to people about their performance, do so privately. Remember, the glow of doing well is shared. The glare of failure is yours alone. It won't be comfortable, but your team will never forget you stood up for them and took the blame.

6. Never say "That's not my job." Chip in to help with what needs to be done, even if it's not your responsibility. Clean out the coffee pot. Clean out the break room refrigerator if it needs it. Lead by example. Even when nobody's watching.

7. Be a person of character. Leadership is less about skills and more about living by your values. Do the right thing and be someone your team can grow to trust. Respect takes a long time to earn and only seconds to lose.

Hogan says, "Your job gives you authority, but your actions earn you respect." You can have a title on your door and never lead anybody. How you treat others tells the real story. We've given you seven ideas for doing that today.

Chris Hogan is among the speakers at the Live2Lead Guam conference, coming up on November 7. For details, go to our website: [guamtraining.com](http://guamtraining.com)

That's The Extra Point. Get out there and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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