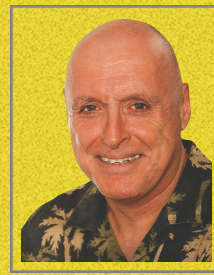


# THE EXTRA POINT

BY JERRY ROBERTS



## # 1246 “Leadership is an Affair of the Heart”

We haven't had quotations on Friday for a few weeks, and I've got some that I think will grab your attention, including one submitted by a Point listener. I'm Jerry Roberts, and that's coming up next, on The Extra Point.

In 1999 I attended a leadership event much like our Live2Lead, held in Arlington, Texas, just a hop, step, and a jump from Dallas. That day, I watched and later met and spoke with Stephen Covey, who wrote the *7 Habits of Highly Effective People*.

Another man I spent time with may not have a name that is as familiar to you as Covey's is, but his presentation floored me.

Of all the presenters that day, nobody had as big an impact on me as Tom Peters, arguably the most outspoken leadership authority of his day. Here are seven thoughts that rattled around in his mind:

1. *"Leadership is an affair of the heart. It is not something you can do just because you have been asked to do it, or because you think you are ready."*

To be an effective leader, you have to be in love with the idea of transporting people to a place they've never even imagined.

2. *"The leader of the past knew how to tell. The leader of the future will know how to ask."*

When many of us were coming up, we figured the person in charge knew everything. They spoke, we listened. Leaders today don't know everything and we know that. They need to make fewer statements and ask more questions.

3. *"Leadership is the art of getting someone else to do something you want done because he wants to do it."*

The way you do that is through influence, and the way you get influence is by connecting the dots for people, making them feel that you

care about them, showing them a future that holds them to the organization like a magnet.

4. *"Leadership is a way of thinking, a way of acting, and, most importantly, a way of communicating."*

You need to have the total package, and most people at the top fall short in the communication part.

5. *"The people who are crazy enough to think they can change the world are the ones who do."*

You never change the world until you finally convince yourself that you can — and should. You are Believer Numero Uno. When you get there, go find more believers. Make them be as excited as you are.

6. *"Leadership is not about being in charge. Leadership is about taking care of those in your charge."*

It's about your people. It's not about you. Do nothing to violate their trust. Ever.

7. *"To lead is to be a steward of the future."*

It's about your people. It's not about you. When someone hitches their wagon, their dreams to your dream, they're counting on you to come through and deliver on your vision. It's not only business...it's personal.

Now, one from Point listener Nate Horn, who sent one to me and it fits right in. Quoting Sir Richard Branson, founder and chairman of The Virgin Group.

*"Customers do not come first. The first thing is your employees. You take care of them, and they will take care of your customers."*

It's about your people.  
(Con't.)

It's always been challenging to be a leader. I can't recall a time when it was easy. While the world we have today seems to be more chaotic than ever before, that may be because of the pace of information and technology, as well as social media.

To me, it's always been chaotic, and that makes it more interesting. Frustrating, yes. Maddening, for sure. Interesting, no doubt.

Are you ready to lead?

That's the Extra Point. Be responsible and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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