

You are the Difference Maker

The Eight Points of Connection Every Great Leader Understands

“A leader wins a heart before asking for a hand”

Learning and deploying the skill of connection is one of the most essential skills of leaders. A leader's level of mastery of connection determines the duration, quality, and depth of the team. People will stay longer, serve, and participate at greater levels to the degree that the leader deploys their skill of connection. True connection begins through the heart before asking for a hand.

1. Connect with yourself

Do you know your strengths and weaknesses? You must know you before you can effectively know others. Becoming at home in your own skin will produce a higher level of confidence from others towards you.

2. Be real and genuine with others

Are you open enough to be transparent about your shortcomings? A proper level of vulnerability serves as an equalizer with others and will help others to relate to you.

3. Live who you are

Make sure you live what you ask. Integrity breeds trust. Trust breeds confidence and confidence strengthens connection.

4. Know who you are leading

Knowing those you are leading is accomplished through listening twice as long as you speak. When you know them and can meet their needs, they will connect to you and your heart. Then what is yours is theirs also.

5. Communicate where they are and in their language

How do you come across to your people? Communication is more about what others see, hear, and feel and less about what you say. If you're condescending they will begin to resent you and your intentions. When you communicate where they are, they will come to respect you.

6. Believe in your people

It is the primary mission of a leader to set people up for success. You lead people and they are the organization, not the other way around. This means you must invest trust through time in your people before they will demonstrate loyalty to the mission and purpose.

7. Offer direction and hope

You must be inspiring to your people as you communicate and lead them. You will gain much more ground through positive and hope-filled communication than by being negative. Even gloomy facts can be communicated with hope when thought through before being said to the team.

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Staying in Connection:

I look forward to remain in connection with you. When there is anything I can do for you, just ask.

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