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DEVELOPING THE LEADER WITHIN YOU

The Key to Leadership

Pareto Principal:

The top 20% of your _____ will give you 80% _____,
if you spend 80% of your _____ on the top 20% of your priorities..

Three questions that help you determine your top 20%...

- o What is _____ of me?
- o What gives me the greatest _____?
 - Return always appears in the area of giftedness, experience, and growth.
- o What is _____ on my life?

Once you lock up all three R's, you become more _____ and have more _____.

Two false thoughts...

- o "I will have margin when I get _____ on my work."
- o "People need me."

People Return

- o Only 20% of the _____ in your organization give you 80% of the _____.
- o You should be giving that top 20% of your people 80% of your _____.
- o Ask them, "What can I do to make you even more _____?"

Three questions to ask yourself when mastering the Pareto Principle...

- o Do I need to do this?
- o Can someone else do it _____?
- o Can someone else be _____ to do this?

Key Takeaways:

- It's not the time we need to manage. It's what we do with the time that we need to evaluate.
- Pareto Principal says that the top 20% of your priorities will give you 80% of your return, if you spend 80% of your time on the top 20% of your priorities.
- The definition of leadership is influence, and the way you gain influence is through the five levels of leadership.