



STAGE 2 RAMP UP

11-19 Employees



THREE GATES OF FOCUS



Profit



Process



People

THREE FACES OF A LEADER

Visionary



40%

Manager



20%

Specialist



40%

BUILDER/PROTECTOR RATIO

3 Builders to 1 Protector



LEADERSHIP MODALITIES

CEO	- Dominant
MANAGEMENT	- Supportive
STAFF	- Facilitative

NON-NEGOTIABLE RULES

- 1 Sell absolutely every day.
- 2 Develop, without fail, three employee leaders to be responsible, accountable and proactive.
- 3 Create a daily, weekly and monthly 'key indicator' instrument panel.
- 4 Communicate any and all directions in writing.
- 5 Drive small action teams to hit goals.

LEADERSHIP STYLE

Primary: **COACHING**
 Secondary: **PACESETTING**
 Auxiliary: **COMMANDING**

TOP COMPETENCIES

Emotional Self-Awareness
 Accurate Self-Assessment
 Initiative
 Empathy
 Developing Others

