



"Think Zink" June Newsletter

Leadership

June 2007

"Leadership is more than just being in charge!"

Dear Sarah:

Leadership. What does that mean to you? It's more than just being in charge!

Managers have people they tell what to do; leaders have followers. What's the difference?

In this month's newsletter, you'll find all sorts of ideas, hints, tips and tricks to enable you to decide in your own mind what type of leader (or follower) you are, and how best to put into practice habits and attitudes that will take you where you want to go.

If you have any ideas for future newsletter topics, [contact me](#) and let me know.

In This Issue

Final Thoughts

"Get Zinked" Mini-Books

Leadership Defined

Behavior 1st, Skills 2nd

For the sake of being on the same page, let's define leadership as being able to inspire those around you to move in the same direction. That direction should be the one that makes the organization successful.

Don't confuse leadership with position; the two are connected, yet in no way are they related. You can be a leader without having the position and you can have a leadership position without being a leader.

Even if you're a follower (and the world certainly needs good followers), you can be a leader among followers - communicating to those around you the value of following the right leader and the value of working together.

Leadership=Behavior First, Skills Second

Good leadership is about ACTION, not POSITION! Never confuse the two. If you want to be considered a good leader, then stop talking about it and start acting like one. Even if you are the "low man" on the food chain, always consider yourself to be a leader and behave accordingly.

People can't see your skills,
but they CAN see your behavior.

Here's what I consider to be the three keys of good leadership:

- Learn to Lead Yourself - if you can't control your own behavior, how can you possibly expect to influence others?
 - do what you say you'll do
 - be willing to admit when you're wrong
 - have self-control - over your mouth, your temper, your attitude
- Learn to Lead Others
 - praise loudly, blame softly
 - take credit for the failures, pass on credit for the successes
- Learn the art of Delegation (next Month's Topic)



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I will be teaching this class on July 12th at the UT Arlington Division of Continuing Education Department. Click [HERE](#) for more information.



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Warm Regards,



Sarah Zink
Sarah Zink Business Training

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Final Thought

If you remember nothing of what you're read here today, I want you to remember this - when your team fails, and you're the leader, it's YOUR fault, because as the leader, it's your job to pull everyone together, build on their strengths, and guide them to success.

So remember - take your leadership position seriously, be honest with the people you are leading, and be willing to learn and grow.

No Time to Read a Book?
Try the "Get
Zinked" Mini-Books! Click
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Zink Shop.

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Premiering Saturday, June 23rd at 11am on BizRadio 1360AM