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INCREASE YOUR INFLUENCE: Eight Essential Attributes of Successful Leaders

Evaluate Yourself

SUCCESS – *achievment and fulfillment in all areas of life* **LEADERSHIP** – *ability to influence yourself and others to get results*

Successful Leaders…

Take 100% Responsibility ▪ *Are you making excuses or taking 100% responsibility?* ▪ *Are you managing how you show up?* **Organization Level:** Create systems of accountability **Result: EMPOWERMENT & TRUST**	**Do Action Planning** ▪ *Do you schedule time to reflect, think, plan and prioritize?* ▪ *Are you outcome-focused or to-do list focused?* **Organization Level:** Be strategic – proactive vs. reactive **Result: FREEDOM**
Have a Clear Vision ▪ *Have you written down what you want?* ▪ *Do you know your Real Reason?* ▪ *Are you visualizing who you need to be to achieve it?* **Organization Level:** Be a realistic optimist, inspiring vision **Result: FOCUS & MOTIVATION**	**Embrace Courage** ▪ *Are you committed to continuous growth?* ▪ *Are you building a success psychology?* ▪ *Do you learn from your failures and persevere?* **Organization Level:** Be innovative, take risks and adapt **Result: GROWTH**
Demonstrate Balance ▪ *Do you know your success habits?* ▪ *Are you building a foundation of health and wellness?* **Organization Level:** Identify key performance indicators **Result: ENERGY**	**Build a Success Team** ▪ *Do you have a success team?* ▪ *Whom do you need to add to your success team?* **Organization Level:** Find strategic partners **Result: EFFICIENCY**
Focus on Strengths ▪ *Do you know your strengths?* ▪ *Are your contributions aligned with your strengths?* ▪ *Have you transferred your strengths from successful areas of your life?* **Organization Level:** Identify strengths of your team **Result: FULLFILLMENT & PERFORMANCE**	**Appreciate** ▪ *Do you practice gratitude?* ▪ *Do you focus outside yourself?* ▪ *How do you remain present?* ▪ *How do you keep perspective?* **Organization Level:** Celebrate successes **Result: HAPPINESS**



Dean Savoca, M.Ed., BCC, CSP™ is *the* performance development partner for leaders who want highly-effective teams that are focused, aligned and inspired. Simply put, Dean helps leaders coach their people. A 25-year veteran of the meetings and events industry, Dean combines an early career in hospitality sales and operations with a Master's Degree in Organizational Performance and Change, and has spent the last 15 years speaking, training and coaching on leadership and development. He helps people identify the core issues they face daily that impact performance development, people management and team alignment – and rallies them to action, *often right there in the room*. ***The result is a better bottom line –*** boosted by improved performance, higher productivity, and more cohesive teamwork. Dean is a board-certified coach and has conducted more than 10,000 executive coaching sessions. He is also a Certified Speaking Professional™, conferred by the National Speakers Association, and actively involved in several industry associations.

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