



R.E.A.L. SUCCESS

RELATIONSHIP
EQUIP
ATTITUDE
LEADERSHIP

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“Success is simply a matter of luck. Ask any failure!”

—EARLE WILSON

Success is...

- _____ my purpose in life.
- _____ to my maximum potential.
- _____ seeds that benefit others.



- When asked what one single characteristic is most needed by those in leadership positions, most chief executives of major companies replied: “**The ability to work with people.**”
- “*The most important single ingredient to the formula of success is knowing how to get along with people.*” —TEDDY ROOSEVELT
- In actual studies of leadership in American business, it has been proven that the average executive spends three quarters of his working day dealing with PEOPLE.

Success is... _____ People Knowledge
 _____ Product Knowledge (Stanford Research)

Most people can trace their successes and failures to the relationships in their lives.

- Some people _____ to our lives.
- Some people _____ from our lives.
- Some people _____ our lives.
- Some people _____ our lives.

Relationship Rules

1. Love and accept _____ .
 - The only relationship in your life that is continual and therefore most important, is with yourself.
 - The first person you learn to get along with is _____ .
2. Put _____ into being likable.
3. Remember their _____ .
4. Focus on their _____ .
5. Request the _____ of others.
6. Add _____ to people.

How to Add Value to People

We add value to people when we:

- truly _____ .
- make ourselves _____ .
- _____ to what they value.

7. Follow the _____ Principle.

- Find the 1% that you agree on and give it 100% of your effort.

8. Love people more than _____ .

9. Follow the _____ .

10. Seek out _____ to help you grow in relationship skills.

Relationships Inventory

(Please rate yourself: 1 = Always; 5 = Never)

1. Do you love and accept yourself?	1	2	3	4	5
2. Do you put energy into being likable?	1	2	3	4	5
3. Do you remember people's names?	1	2	3	4	5
4. Do you focus on people's interests?	1	2	3	4	5
5. Do you request the help of others?	1	2	3	4	5
6. Do you add value to people?	1	2	3	4	5
7. Do you follow the 101% principle?	1	2	3	4	5
8. Do you love people more than opinions?	1	2	3	4	5
9. Do you follow the Golden Rule?	1	2	3	4	5
10. Do you try to improve your relationship skills?	1	2	3	4	5



Great leaders grow their vision from _____ to _____.

Why People Fail to Equip Others

1. It's _____ work.
2. We _____ people.
3. We _____ doing the task ourselves.
4. We receive _____ from being needed.
5. We are in the _____ of doing everything.
6. We want to keep _____.
7. We don't notice the leadership potential in those _____ us.

Equipping Inventory

(Please rate yourself: 1 = Always; 5 = Never)

1. Do you fail to equip because you think it's too hard?	1	2	3	4	5
2. Do you underestimate people?	1	2	3	4	5
3. Do you enjoy doing tasks yourself?	1	2	3	4	5
4. Do you receive ego satisfaction from being needed?	1	2	3	4	5
5. Are you in the habit of doing everything yourself?	1	2	3	4	5
6. Do you want to keep control of everything?	1	2	3	4	5
7. Do you notice leadership potential in those around you?	1	2	3	4	5

Teamwork Laws

- The Law of _____ — One is too small a number to achieve greatness.
- The Law of _____ — As the challenge escalates, the need for teamwork elevates.

This law is about _____ and _____ a team to accomplish something big!

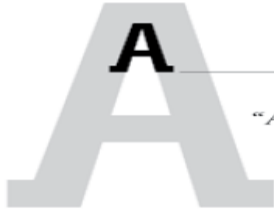
Three Mt. Everest Questions

1. What is my _____ ? “What could be”
2. Who is on my _____ ? “What is”
3. What should my _____ look like? “What must be”

Questions

Equipping Inventory

1. Do you take time to equip others, even when it is challenging? _____
2. Do you notice leadership potential in those around you? _____
3. Do you equip others in order to focus your attention on the tasks that only you can perform? _____



“A happy person is not a person with a certain set of circumstances, but rather a person with a certain set of attitudes.”

—HUGH DOWNS

Psychologists have found that when people are appraised for promotion, company executives look at a person’s:

1. _____ .
2. _____ .
3. _____ toward the company.
4. _____ toward people.
5. _____ toward excessive demands on time and energy.

Leadership has less to do with position than it does with disposition.

Attitude Inventory

(Please rate yourself: 1 = Always; 5 = Never)

1. Do you evaluate your ambition on a regular basis?	1	2	3	4	5
2. Do you invest in your own skills improvement and learning?	1	2	3	4	5
3. Do you foster a healthy attitude in yourself for your organization?	1	2	3	4	5
4. Do you foster a healthy attitude in yourself for your family, friends, and co-workers?	1	2	3	4	5
5. Do you respond to excessive demands on your time and energy with a positive attitude?	1	2	3	4	5

What I Have Discovered About Our Attitude

1. Our attitude is a _____ .
2. Our attitude determines our _____ .
3. Our attitude can turn our problems into _____ .

“The major difference between successful and unsuccessful people is how they think!”

Relationships Equipping Attitude



Leadership Laws:

- The Law of the _____ — Leadership ability determines a person’s level of effectiveness.
- The Law of _____ — Leaders develop daily, not in a day.

We _____ the event and we _____ the process!

The secret of our success is discovered in our _____ agenda.

What Leaders Do

1. _____
2. _____
3. _____
4. _____
5. _____

Leadership Inventory

(Please rate yourself: 1 = Always; 5 = Never)

1. Do you challenge the process?	1	2	3	4	5
2. Do you inspire a shared vision?	1	2	3	4	5
3. Do you enable others to act?	1	2	3	4	5
4. Do you model the way?	1	2	3	4	5
5. Do you encourage the heart?	1	2	3	4	5

What have you discovered today?

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