

Network Winter 2022 Meeting

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the**network**

BROKER'S HEALTH INSURANCE NETWORK, INC.



The Right to be Called a Leader

- I have a business...I have people...therefore I must be a leader!
- Stephen Covey ..." management is efficiency in climbing a ladder; leadership is making sure that the ladder is against the right wall!
- Are just a good ladder climber or can pick the right walls!
- Do you set the pace or do you ensure that no one is left behind.





Benjamin
Cummings

Learned or
born with
it???

Animals – leadership
training???

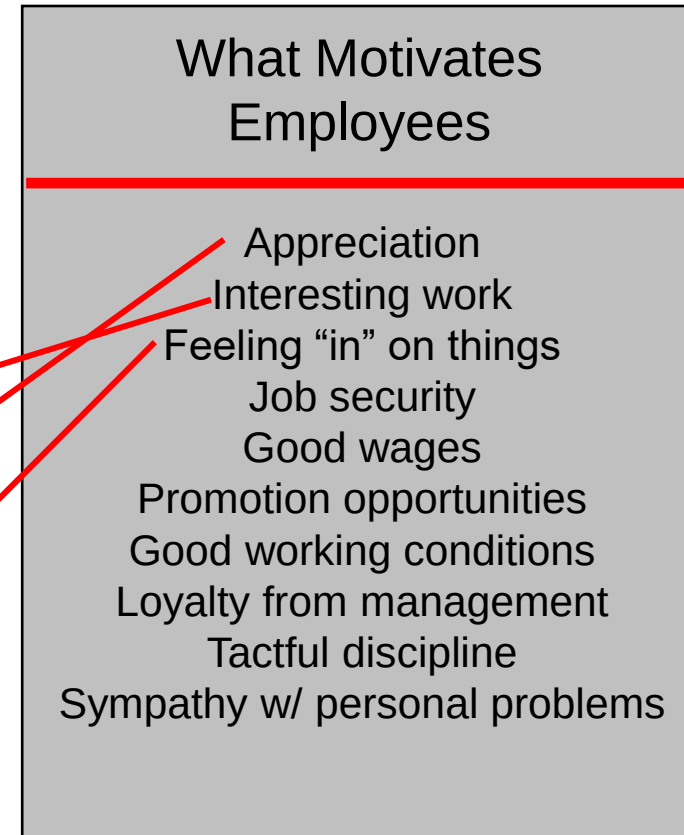
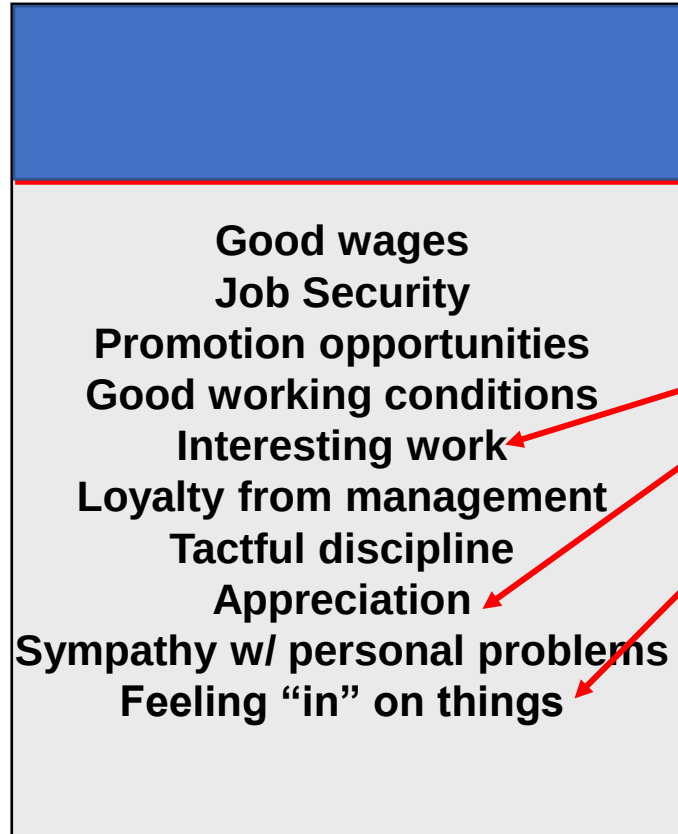
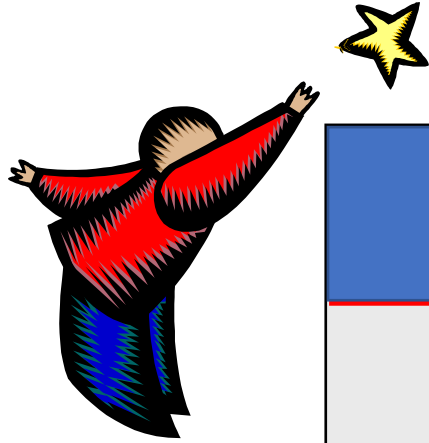
Don't repeat what
doesn't work!

Humans...hmmmm





Good wages
Job Security
★ Promotion opportunities
Good working conditions
Interesting work
Loyalty from management
Tactful discipline
Appreciation
Sympathy w/ personal problems
Feeling “in” on things





*Everything we need to
know we learned in
Kindergarten*

How to Train Your Manager

Fair –

Do the right thing

Frank –

Tell the truth

Firm –

Mean what you say

Faithful –

Keep promises

Management

Leadership

Management (Ladder)

- Results - present
- What how where when
- Have to
- Policies and procedures
- Compliance
- Title and authority
- About the organization
- WIIFO

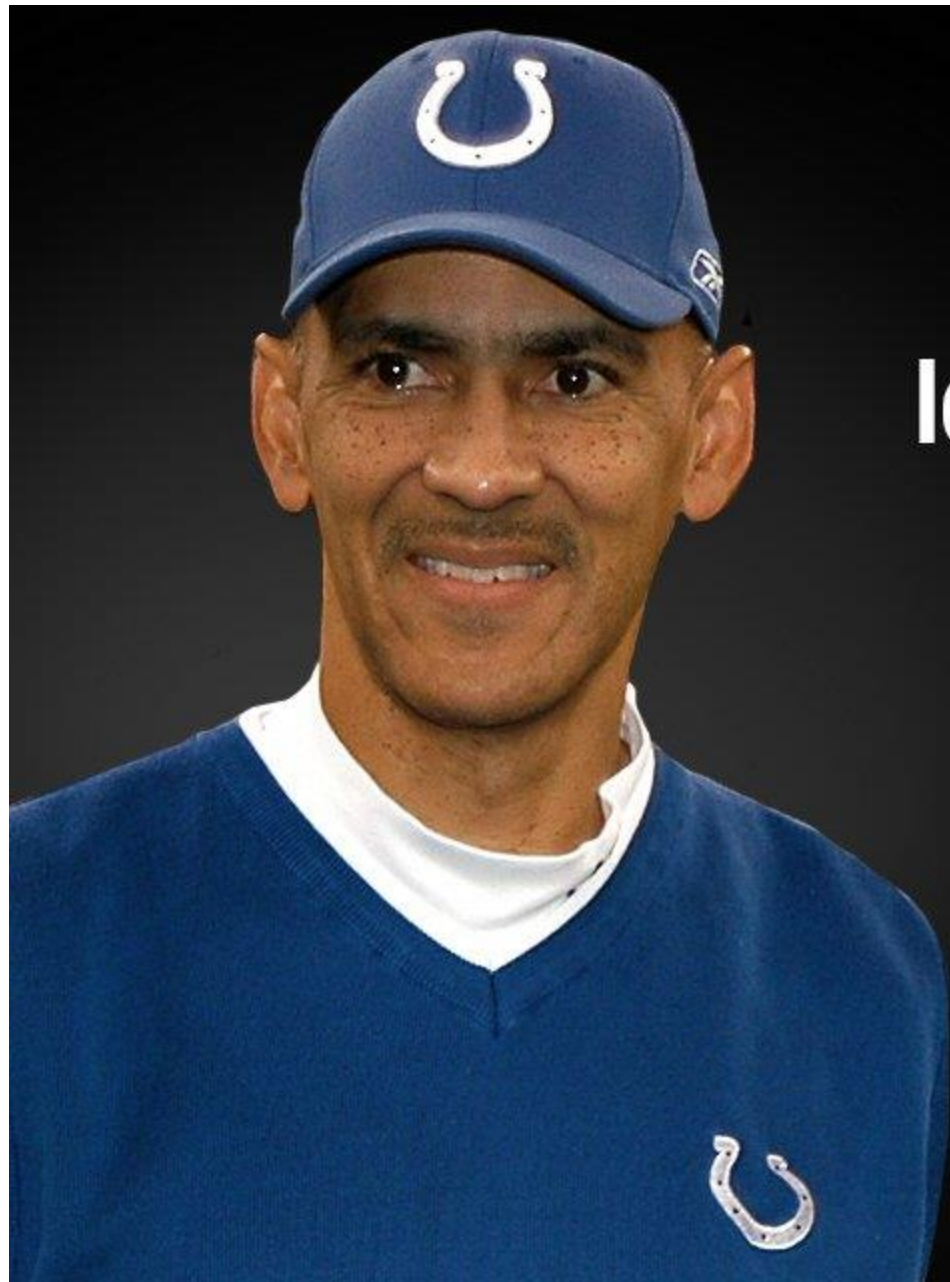
Leadership (Wall)

- Impact - future
- Who and why
- Want to
- Big picture
- Commitment
- Character and trust
- About the person
- WIIFM

**Human
doing**

**Human
Being**





The secret to success is good leadership, and good leadership is all about making the lives of your team members or workers better.

– Tony Dungy

AZ QUOTES

Chapter 8 – Methods



Engage



Educate



Equip



Encourage



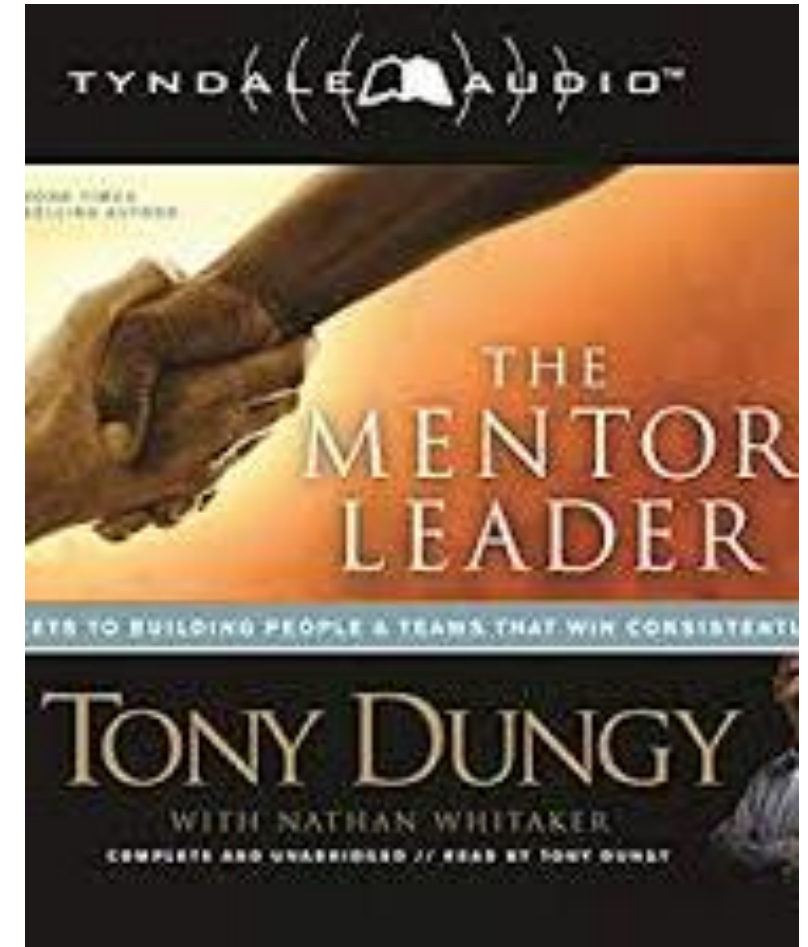
Empower



Energize



Elevate





Introduction

- **Excuse holes in clothes...new puppy**
- **#1 topic...retaining employees how often their fault**
- **Man walking down the street, falls in hole..next day same things, not my fault...3rd day...hmmm...4th day different street**
- **Hacking Leadership Success – method for breaking defenses and & weakness....are you willing?**
- **Scott Stein – operational –
distractions...delegation....production....meetings...technical comm**



Who's the leader?
Why?
Reshuffle?
End of your rope?