

THE LITTLE BOOK OF LEADERSHIP TIPS

A compilation of 10 easy to implement actions and activities to be a great Leader

BY LINDA MURRAY

Leadership is not a gift or a privilege which comes with a new title; or a pay increase; or a slightly higher box on the organisational chart, or even a corner office.

A position of leadership is an honour. It is an honour because it is earned. It is like trust and respect. Trust and respect are earned over time when you consistently display admirable behaviours, which deem you worthy of trust and respect.

The same applies to a leader who people want to follow.

Just like great leadership doesn't necessarily need a leadership title to occur; great leadership also doesn't need to just happen at work.

We are all leaders. Every single one of us. We are also leaders in life. We are all leaders of ourselves. We may be leaders within our families or our social circles. We may be leaders within sports teams.

In this interactive and editable eBook, I cover 10 different strategies you can immediately implement and use. Be sure to read this eBook online and use the additional links I provide to become and be the leader everyone wants to follow.

Are you ready to step up and be a leader people WANT to follow?

The Little Book of Leadership Tops Ups
By Linda Murray
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About Athena Coaching and Linda Murray

I am a Keynote Speaker, Trainer and Executive Coach who motivates, inspires and provides professional women with the tools and skills they need to become great leaders.

I was 22 when I started my first business. I successfully grew that business to a team of 25 staff, but was aware that my business acumen at the time was limited. After experiencing business coaching at an early stage in my career, over 7 years, I grew the business significantly and became known as the leader in the bookkeeping industry. I also challenged the traditional models of client management and service delivery which modernised the bookkeeping industry dramatically. With a burning desire for helping others, I sold my business at the age of 29 and started Athena Coaching.



My greatest frustration in life is seeing just how much untapped potential sits within each person. I am driven every day to support people in identifying their unique qualities and talents and helping them create a life and career they adore. I live and breathe my core values of Authenticity, Fun, Success and Courage. I coach clients to design careers to align to their values, making every day satisfying and fulfilling for them.

I am best known for taking complex situations and explaining them in a way which is easy to navigate and implement. I draw on nearly 2 decades of experience in business, a passion for human behaviour and Positive Psychology, as well as my academic background (Bach. Arts Psychology/Philosophy and Masters of Business Coaching) to show professionals how to enjoy greater commercial outcomes and accelerated individual success. As a keynote speaker, trainer and leadership development coach, clients say I am an "injection of motivation".



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Self Awareness is the Key

When you know yourself, you take control of your behaviours. It allows you to capitalise on your strengths and minimise or compensate for your weaknesses. You will find that you become clear on your motivations because you know what drives you. The ability to control how you react to different situations or topics becomes easy and you can establish solid relationships with your friends, family and work colleagues.

Your ability to relate to others can become instantly improved, not only because you can manage your own responses, but because you have an insight into theirs.

Of course, there are many more benefits gained by knowing yourself, but the real questions are;

- How can do you that?
- How can you develop a sound understanding of who you are?

This is where personality profiling tools are very useful.

DISC Personality Test

If you head on over to the Athena Insights [Resources](#) page and take a look at the profiling tools we have made available to you, you will see the **DISC Profiling Tool** survey. With this free 15-minute assessment, you will be able to measure your personality across four dimensions.

D for Decisive

I for Interactive

S for Stabilising

C for Cautious

Using the DISC tool

While the DISC profiling tool will give you a big insight into the way you operate, it will also help you when you are interacting with other people.

When you understand your own preferences across the four quadrants, it will help you understand others and shape your communications for best results.

[Take the test now and see where you sit.](#)

What kind of leader are you?

- What kind of leader do you believe yourself to be?
- What words would you use to describe yourself and your leadership style?

Go ahead. Jot a few of them down.

Part of managing and presenting a clearly defined personal brand is knowing yourself. If your teams don't see you the way you see yourself, there's a mismatch. Your brand integrity is compromised.

If you have never asked for feedback from your teams, perhaps now is a good time to start.

One of the most comprehensive feedback tools is 360-degree feedback.

360-degree feedback

360 isn't about job performance. It won't give you information about how you are progressing in your current role. Instead, it focuses on specific skill areas, and tells you how your skill levels and contributions are being seen by others.

It's known as 360-degree feedback because opinions are sought from yourself, your peers, colleagues, downlines and up lines, too. The respondents remain anonymous so they can be honest in their comments. It's designed to give you as complete a picture as possible of how you are seen by the different levels or groups you interact with.

Now let me ask you this.

- What kind of leader do your teams believe you to be?
- Do you think they would describe you in the same manner?

What kind of leader are you?

The challenge of 360-degree feedback

As with all feedback, it may not be what you want to hear. It's only human to want to be as perfect as possible, but we all know that doesn't happen. This survey is all opinion based, so the comments might not be totally accurate. However, what the comments will do is reveal areas you need to polish up.

To benefit from 360-degree feedback, you need to regard the results as a map showing your strengths and areas in which your brand message is not being properly understood.

It's hard to see yourself clearly and rather than operate with a distorted view, it's vital you have accurate information so you can reshape yourself if necessary.



Implementing your own 360-degree feedback

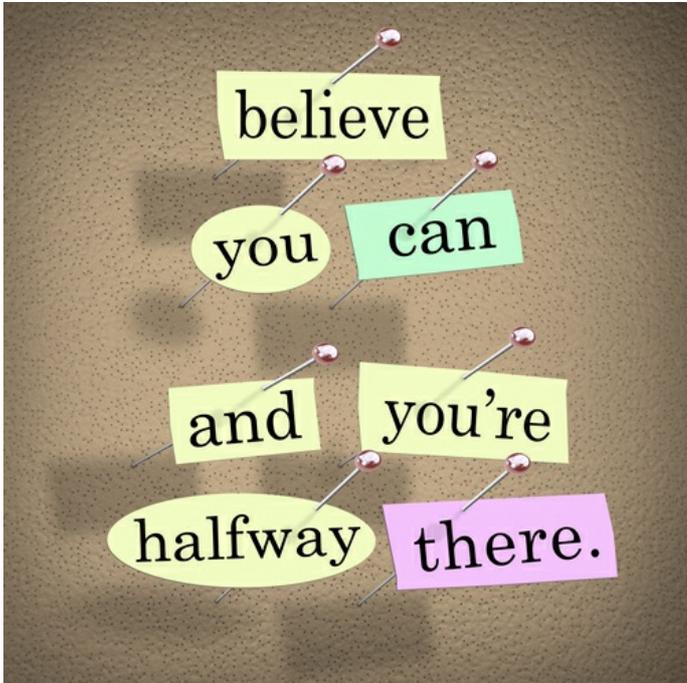
You can undertake your own 360-degree review without having to enter a formal survey process. Simply get out there and talk to people. Make sure you explain what you are doing and why, and remember that not everyone will feel comfortable giving you honest answers.

Remember, if your people are honest with you, there should be no consequences for them. True feedback is based on trust so make sure you establish a trust relationship before you ask people to be so open with you.

The more feedback you can get from all the different levels and groups you work with, the more accurate a picture you will build of how you are seen.

Be brave and ask for feedback. Discover the leadership brand you are currently presenting and then you can take steps to reshape it if necessary.

Lead Your Team To Consistent Peak Performance



Part of the job of being a leader is to inspire others. You set the standard of excellence that others will follow.

The great news is that your personal style of leadership has the ability and potential to create a successful team. You can build positive relationships and experiences on all levels. But how do you do that? Where exactly do you start?

Align people with their passions

Everyone has a passion and sometimes that passion does not align with a team member's current job role.

You have the power to change that. It could mean taking a risk and putting a less qualified person into a post. Or it could mean offering the position of project leader to someone who has a strong desire to learn and grow.

Consequently, understanding what individual members of your team are passionate about will help your team develop in unexpected ways and maintain peak performance.

Show that you trust your team

Trust needs to be earned. However, if you show your team that you trust them implicitly when it comes to creative solutions and problem-solving, then likely, the trust will be mirrored in your direction when it is most needed.

As a leader, you want to ensure that you have a team environment that encourages out the box thinking, resourcefulness and achievement. Once your team acknowledges your support, the results can be overwhelming.

Lead Your Team To Consistent Peak Performance

Set goals and focus on results

Often companies are concerned with their employee's ability to be at their desk at 8 am sharp, never leaving before 5 pm on any given day. What if you let your team members know that as long as they achieved their goals and worked their minimum of 40 hours week, they could enjoy a bit of flexibility in their day?

Trust us - you will see specific changes in the way things occur. The results that come from offering your team defined goals and flexible work hours are inspiring, to say the least.

While these three ideas offer up an excellent starting point, you can do more!

If you want to make sure your team have goals, then we recommend you set yourself (and your team) up for success with our online coaching program.

Sign up below to maximise your success and lead your team to victories that you never even thought possible.

[Learn more](#)

5 Mistakes That Could STOP You From Creating a Successful Team

As a leader, you want to be able to motivate, challenge and enable your team to grow to their full potential. But often leaders are their own worst enemies, despite the genuine desire to be the best leader they can be.

Understanding your leadership style is the only way you can change the way you lead, so it benefits your entire team.

Here are five mistakes you could be making which might be hindering you from having a successful and productive team.

Lack of Vision

Vision is one of the most important traits a leader can possess. If you can't see what it is you are aiming for, then neither can your team.

Leading without vision sets you up for immediate failure. Without it, you cannot inspire or motivate your team to work to the best of their ability.

Recognise your ideas and share them with your staff to create achievable goals.

Failure to Communicate

Regardless of how detailed your vision is, if you struggle to communicate your goals or ideas from day one, then you will have serious issues. While you don't have to be the best public speaker in the room to be a good leader, you do have to be able to communicate well across a variety of mediums and understand when to speak and when to listen.

Undefined Goals

You need to ensure that each member of your team has clear goals to help them achieve their workload and stay motivated. Without defined goals, they will struggle to prioritise or complete any task successfully. Individual team members need to be productive and understand their part in the overall scheme of the team.

Once they acknowledge their goals, they can then work out how to best meet those goals and have the chance to succeed in their given role.

5 Mistakes That Could STOP You From Creating a Successful Team

Fear of Delegation

While you may think that you are safeguarding your team from issues by not delegating, the opposite is in fact true. Not delegating tasks to your team hinders their growth and their potential to step up and get a task done. And not only that, failure to delegate means that you are at a continual risk of becoming overworked and overstressed. Delegate and work with your team efficiently wherever possible to enable your focus to remain unhindered by the little things.

Apprehensiveness to Invest

The best leaders that pass through our doors are the ones who truly appreciate their team.

"Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others."

— Jack Welch, former GE chairman & CEO

Great Leaders support their team all the way, supply mentors and provide training wherever it is needed.

Showing that you care for your team will give you more power than you realise. Your team will work harder than you can ever imagine and go further than you ever expected, just to earn your support and respect.

Are you leading your team to success?

Do any of these five mistakes Leaders make resonate with you?

Let's get a conversation happening to understand your leadership styles and how we can work together to improve on them.

[Learn more](#)

Keeping Your Courage in the Face of Adversity



Every leader eventually faces difficult circumstances. In these situations, courage is a must if you are to be able to achieve your goals. Without courage, the opportunity to succeed becomes less because you don't have the ability to persist.

What Sets Courageous Leaders Apart

There are countless examples of courageous leaders.

Rather than focusing on failure, and becoming discouraged from pursuing their goals, courageous leaders look at challenges as opportunities to improve. Buoyed by optimism and enthusiasm, they motivate themselves to look for meaning in each challenge and turn it to their advantage.

Be Flexible

When you hit a roadblock, don't throw out your entire plan.

Take a moment to step back from the situation and ask yourself:

- What can I do to turn this setback into a positive experience?
- Is this roadblock an opportunity to re-evaluate my plan and perhaps refine my approach?

Be flexible in your approach. You never know what good things this unexpected roadblock might uncover.

Build Support

Long before you encounter any obstacles, it is important that you are always building your network of support.

Look for people who believe in you and your vision.

Surround yourself with the people who will encourage you and help you have the strength and determination to keep going.

Keeping Your Courage in the Face of Adversity

Focus on the Future

During times of adversity, it's important that you don't focus on negative emotions.

Rather than dwelling on events and mistakes that you may have just made, leave them in your past.

Learn what lessons you can from those mistakes and then let them go. You can make the learning work for you. Move on by focusing on the future and what your life will be like when you achieve your goals.

It's the Small Things that Matter

When hardships occur, and threaten to permanently derail your plans, it can be overwhelming.

At these times, it's especially important to focus on positive emotions to bolster your fortitude and strength, and give you the ability to persist and improve performance.

Remember that small accomplishments add up to greater successes. The small things really do matter.

When you are facing a significant challenge and can't see a way forward, take the time to re-examine your ultimate goal, and then break it down into smaller steps. Focus on taking just one positive action or step forward, no matter how small this might be and don't forget to celebrate this win.

No matter how small it is, forward movement is progress towards your goal.

When you focus on your "wins" rather than your "losses", you build your motivation and momentum to perform at your best. This will help you move past the current crisis and on to the next challenge. The more you do it, the easier it becomes to acknowledge your achievements. That's how you strengthen and maintain your courage.

If you feel you need help to start changing your mindset when it comes to courage, our [Leadership Academy](#) will help you build the skills you need. Talk to us today about how we can help.

Do You Need to Let Go of The Reins?



When you are aiming for peak performance, letting go of the reins is often the best thing you can do for your team, your business and for your sanity.

Unfortunately, it's also one of the hardest things for many up and coming leaders and for leaders to do.

In this chapter, we are going to look at why it's important to let go and how to learn to hand over the reins.

The benefits of letting go...

It takes more than one person to run a company. You may be the visionary leader and the motivation behind the teams, but you can't run the company on your own.

No one person can possess every skill or talent needed to bring the team to peak performance. It makes sense for you to compensate for your weaker areas by using the abilities found within the team. Not only does this improve the team as a whole, it gives team members the chance to develop their own leadership skills. One of the things you should be doing as leader is seizing the opportunity to lift other women up so they can follow in your footsteps.

By letting go of the reins, you open the way for your team members to discover and apply their own talents and leadership skills, and ultimately strengthen the team you have.

What is stopping you from letting go of the reins?

That all sounds great, but I know what that voice in your head is saying.

"Nobody can do this as well as me" or "What if it all goes wrong?"

Do You Need to Let Go of The Reins?

There are two things to consider here.

The first is that you can't possibly have the time to do everything yourself. You are going to need help. The more you try to do and to control, the slower you are at producing results. You become a blockage that someone else will eventually need to deal with. And that's not going to reflect well on you.

The second thing is risk of failure.

You're worried that your team members won't do a good job and they'll let you down. Again, you're thinking about how this will reflect badly on you. But when you think about it, your team is probably producing results on a more consistent basis than they could if you were still micromanaging things.

The risks in holding on are greater than the risks of letting go.

These are three important things to do before you let go of the reins, and the great news is that by doing them, you will ease your mind and gradually allow yourself to let go.

Accept risk and change often go hand in hand.

The risk of failure is present in everything we do, whether we notice it or not. When you make a change like this, accept the fact that it involves some risk but don't forget to look at the potential benefits, too. The benefits in this case are the potentially improved work performance, the discovery of talent within your team and the building of future leaders. It's worth taking the risk, don't you think?

Build strong processes.

One of the best ways to minimise the risk and ease your mind is to develop sound and streamlined processes for the work. Make sure that your team is familiar with it and it will guide them no matter what work they are doing.

Define the limits of responsibility.

When you hand over the reins, be specific about what your team members can and cannot do. Clear boundaries will help them to understand when they need to stop and come back to you.

With these three things in place, you can confidently hand over the reins to your team and do the work you should be doing.

Aligning Strengths and Core Values

As a leader, it is imperative that your strengths and core values align to ensure you not only lead effectively, but lead in a way that allows you to utilise your core values and offer fulfilment.

When it comes to values they are often confused with morals but they are in fact very different. Morals are values by which you operate within society, almost like personal laws that are also accepted as standard within the community.

Working out what your strengths are is easy and second nature to most. If you know what you are good at and know the tasks that you need to delegate or outsource, you will generally have a good view of what your strengths are as a leader. However, it is a little more involved to learn what your core values are.

What are core values?

Your core values are the things that are important to you on a personal level.

These values are what make you a great leader. They are the things you need in your life to function at your best. They are the things you believe deep down makes you who you are as an individual and as a leader.

Your core values are what you draw upon every day as you go about your life. These are the things that draw others to you and enable you to lead from a place that creates change.

When your strengths and values are identified and you utilise them in alignment with each other, you become the leader that can not only motivate, but inspire and create change within an organisation.

How to identify core strengths and values

Identifying your core values can be done using these three steps. I've placed a field under each question for you to take the time now to fill in.

- What ignites your fire within? What makes you passionate about life, your job, your world? Why are you passionate about it? Write down the words that represent this to you.

Aligning Strengths and Core Values

- What are the things that you consider to be non-negotiable in life? The things that you will not compromise for anyone else or for your career? Why are they so important to you? For example, to have time off to pursue a hobby you are passionate about; family time; being able to spend time with the kids on weekends, etc. These are things that relate to your core values, however, you will need to dig deeper to find the actual core value.
- Compare the responses from the above two to the strengths you know you already have. Are they in alignment with each other? If your strength is being able to inspire others, does that align with what ignites your fire?

These should be in alignment otherwise, you are not being true to yourself and not working or living at your optimum.

The core value here could be happiness or relaxation – think about the words you would use to describe the end outcome from your non-negotiables; those words are your core values.

If you need some help to identify your core values and strengths or feel there is a disconnect between the two, then it might be time to work with a coach or mentor to help you create a clear picture for you to identify with.

[Get in touch today!](#)

How Do You Know What Areas Of Development Your Team Needs?

Learning and development go hand in hand and should continually be addressed.

As a leader it can be difficult to understand exactly what areas of development your team needs so here are some tips to help you when you first start the process of organising training and development for your team.

Observe Your Team

In order to help understand your team and their motivations, it is important for you to get to know them and observe them in action.

Don't make this stage of the process too noticeable as it can become overwhelming for those who may feel their actions and behaviours are being viewed under a microscope. This gathering of data stage is imperative to the success of their training.

Aim To Get A Better Understanding

While a job description may sum up their role, remember that everyone is an individual and two people carrying out the same function may be different regarding their goals and their ideals.

Don't be afraid to ask questions so you can better understand their training requirements. They may have some ideas of their own. Regardless of where they are in terms of their experience and training status, further education and development is a positive step for everyone.



How Do You Know What Areas Of Development Your Team Needs?

Plan Your Team's Development

As leaders, it is our job to inspire our team to think about undertaking leadership positions in the future and training and development can help to shift any negative bias, unconscious or otherwise, from both your team members and others within the organisation. Everyone wants to feel like they belong, that they are making a difference on some level, and well-planned training to match their goals as well as the organisations can help them feel like they have some degree of control over their goals and the direction of their career.

Personalise All Training

With a personalised and detailed approach, you know exactly where you and your team stand. Nothing is left to chance, and there are no unexpected surprises during the training period. Becoming fully engaged in a role and the direction of a successful career is empowering for your team.

Of course, there will be some aspects of training which are universal to everyone regardless of their job title; but for the most part, everyone is unique, and this needs to be taken into account when training is sought.

When it comes to training and development, you can't leave it to just anyone. Seek out the most qualified person for the job; the trainers who are knowledgeable about the subject and who are backed by a good reputation.

Remember that the success of your team is a reflection of your success as a sustainable leader – a leader who is focused on the long-term goals of your team and the company you represent.

The more you can inspire and help prepare your colleagues for beneficial coaching, the better and more responsive leader you will be.

Building Resilience

In recent times, there has been a lot of talk about leaders managing change and becoming change agents, but very little attention has been paid to the need for resilience.

In a world and workplace that is in a constant state of flux, our leaders are expected to be the one group in the organisation that is exempt from normal human frustrations and disappointments that change can bring.

But ...

- Have we equipped them to do this?
- Have we encouraged their natural resilience or helped to build more?

What is resilience?

We know we're supposed to be resilient, but what does it mean?

The internet dictionary defines resilience as "the ability of a substance or object to spring back into shape; elasticity" and "the capacity to recover quickly from difficulties; toughness."

Resilience is actually a survival skill. It is what keeps us going in the face of adversity, and it's what helps us get back on our feet after we've taken a knock of some kind. There is physical resilience which comes from health and fitness, and there's mental resilience which is based on psychological health and your attitude towards life.

Why do leaders need to be resilient?

In an article in [Educational Leadership](#), Ellie Allison says, "Resilience is often described as a personal quality that predisposes individuals to bounce back in the face of loss.

Resilient leaders, however, do more than bounce back—they bounce forward. With speed and elegance, resilient leaders take action that responds to new and ever-changing realities, even as they maintain the essential operations of the organisations they lead."

Building Resilience

That is a very profound sentence and it really helps define the difference between a good leader and a great one. Great leaders are pro-active, rather than merely responsive. Like elastic, they spring back into shape and hold things together again.

Stress and worry can gradually erode even the best health if you don't manage it carefully.

It's important that you take the time to look after yourself. Breathe. Rest. Eat well. Even defer a non-crucial deadline sometimes! And be seen to do it!

Remember – You are a role model.

Your team will model their behaviour and response on your actions. Show them how important it is to keep their own needs in mind.

2. Consciously look for the positives.

It's so easy to see what's going wrong, and magnify the impact of it in our minds. The negatives seem to be much more clearly seen than the positives. This is where you need to pull yourself up and reframe your thoughts.

Instead of focusing on what's going wrong, look for what's going right. Look for the little benefits and surprise advantages that are hiding in the situation. They are there but you will need to go looking for them. And again, be seen to do it. Share what you find. Model the positive mindset for your team.

3. Look after your relationships.

Relationships are more important during tough times. You need the strength that you can draw from them. But, often the first things tossed onto the sacrificial altar are your relationships. Your bad mood, lack of time, lack of patience – well let's just say you're probably not on your best behaviour at these times and it can cost you. Even your best friend won't tolerate your bad mood forever.

- Pay attention to the way you are interacting with people and be the person you want to be.
- Take your time to communicate and to listen.
- Nurture the important relationships - friends, family, mentors, and team members. You are each other's source of strength.

Building Resilience

4. Recognise that you can't control everything.

Difficult as it may be, resilient leaders have learned not to beat themselves up over things they can't influence or change. That's one of the best lessons you can learn as a leader and once again, it's a very important attitude to model for your team. Sometimes you just have to let things go and turn your attention to the things you can do something about. Throw out the concept of blame. It doesn't belong here.

5. Laugh.

This might be the last point, but in many ways, it's the most important. We know that laughter can induce a sense of wellbeing, calm your mind, help put things into perspective and, above all, boost your creativity. In other words, it can improve your resilience, too. Try to keep some humour in your workplace even if it means calling a short halt to work so you and your team can share a coffee and your funny stories together sometimes. You will see a productivity boost as soon as you return to work, and it's not just due to the coffee!

Try some of these tips to improve your resilience.

They will do good things for your health and help you bounce back from the challenges life throws at you.

Build Your Resilience and Courage

We are all unique, so you will have very individual behaviours that show up when you lack confidence or are afraid to take the next step. When you recognise what fear looks and feels like for you, it makes it a whole lot easier to find solutions to overcome fear. Let's take a look at some of the ways we can overcome fear and build courage.

[Learn More and watch my 10 minute video here](#)

Time Management For Leaders: How to get Things Done Efficiently

Time management – we all talk about it, *but how well are we actually doing it?*

As a leader or up and coming leader, it is vital that your daily tasks are prioritised to ensure you work efficiently and don't take on too much work for the time left in your day.

Quite often I see clients take on additional projects, because they think that they are the best person to do them when in fact, they should be delegating. If you become realistic about your "to do" list, you will realise that there needs to come a time when you say enough is enough and stop adding to the list.

As a leader, it's more important than ever to manage your time wisely, because if you don't you risk your poor time management flowing onto your team. When your work is out of control, so is theirs.

If you are currently feeling as though you're drowning, it's time to stop and consider your options. Don't be afraid to show your concerns to your team, because they are likely to become part of your solution.

"Leaders are more powerful role models when they learn than when they teach."

— Author and Harvard Professor, Rosabeth Moss Kantor

Your experience is an invaluable educational experience for your team, too so before you make any time management changes at all, it's a great idea to work out where you are actually spending your time each day. There's a difference between being busy and getting the work done.

For example, you might be busy on Facebook for an hour each day but does that help you finish your work on hand? Probably not. And how can you be sure how long you spent on Facebook? Time does sneak past quickly...

The most effective way to master time-management is to allocate 15 minutes each morning to complete a Time Management Plan for the day. Write and analyse your "to do" list and prioritise each task according to the steps below:

Time Management For Leaders: How to get Things Done Efficiently

1. Write your “to do” list and ensure it is accurate, i.e. include breaks, meetings, other tasks outside the office that need your attention, etc.
2. Allocate a time frame for each of the tasks on your list (be generous with the time to allow for disruptions);
3. Now prioritise those tasks that have a definite completion time/date (first to last);
4. Within those tasks determine which ones are directly related to the daily function of your role, relate to income for you or your company and are vital to be completed that day. Prioritise these tasks as “Immediate tasks” and list them in order of urgency;
5. Of the remaining tasks determine which ones are “Must do”, i.e. these are the tasks that while not immediately required they still hold some level of importance as other people are relying on them to be completed to enable their jobs to flow, etc. Prioritise these in order of urgency and place them under the “Immediate tasks”;
6. For any remaining tasks prioritise them in order of urgency/time needed for completion and add them to the bottom of the list.

7. Highlight any tasks that can be delegated to someone else for a speedier end time and then delegate accordingly.

The points above can apply to a written list or online software. There are many options available online for using a web based “to do list” or “time management plan” that will allow you to complete and access your list from any device or browser which in turn creates even more efficiency in your day.

Take a look at [Wunderlist](#), [HiTask](#) or [ToDoList](#) as examples, some of which can be used to manage your team as well as your own time and tasks.

Whichever option works for you, the success of your day to day time management is based on you taking action at the start of your day to ensure you have a clear view of all that needs to be achieved.

Time management is a necessary component of the leader’s skill set.

How well do you manage your time?

Wrapping It All Together

Becoming a leader people WANT to follow is like a muscle. You need to practice it to build it. You won't get match-fit in one leadership conversation. It's daily commitment. Consistency over time.

You can keep doing things exactly the same and the result you'll get ... exactly the same!

If you start working on what we have been through in this eBook then you will be well on your way to become a Leader everyone one wants to follow.

As a final activity from this eBook write down three actions you are going to implement now to become a leader people want to follow?

1.

2.

3.

Here's to your success!

A handwritten signature in cursive script that reads "Linda". The signature is written in a dark ink on a light-colored background.

LINDA MURRAY

Master of Business Coaching (Distinction)

Bachelor Psychology & Philosophy

Accredited NLP Practitioner



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