

LEADERSHIP

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WHY DO I NEED TO LEAD?

This is a question I get asked often. So in quick response to that I often come out with... "Oh you need it for lots of reasons..." and then stumble through some of them... sometimes I even forget some of the gems so here's a more structured list.

Leadership why you need it.

If you are in business.

- Who provides the direction for the team to follow?
- You get asked to supervise or "manage" a team?
- Who ensures the team have the resources they need to do their tasks well?
- You want more from your current role and need to find a way forward.
- Who gets and keeps the team focussed?
- You can see things can be done more effectively but no one is "stepping up to the plate."
- Who keeps the red tape to a minimum for the team so they can do what they need to do?
- An emergency situation arises and time is crucial, you either jump in and lead or sit back and wonder what might have happened.
- Who goes into "bat" for a team member?
- You are recognised as being great at what you do, and you are asked your opinion on issues, you can shy away or...
- Who gets in and gives a hand?
- You want to start a business and have the "skills" to do the tasks well, but you lack the drive to go the next step.
- The boss is off sick with the flu, you could sit back and slack it out... or?
- The value of businesses is shown to be higher when decent leadership is in place. (According to the Institute for Strategic Change, the "stock price of 'well-led' companies grew by over 900% over 10 years, compared with 74% for poorly led companies".)
- You deal with customers in a service capacity and not just as an order taker, and you want to deliver sterling results.
- Who knows how to do all these things and more...

In general life

- What if you get asked to be part of a committee for a club you are part of?
- Who provides direction when you go out to dinner and decisions need to be made (which restaurant, which food style, which menu options...)
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- Who makes sure things happen in their right order for special events...
- You want to get more out of the people you deal with on a daily basis and not end up repelling them with nagging in a bid to get results.
- Who provides the direction for daily living to make it a great experience day in day out...
- Who sits back and watches their children explore creative play options and steps in to provide direction when needed?
- You want to boost your confidence and forge new ways forward in life.
- You want to seek out fresh opportunities in the way you live your life.

Discovering you are living in a world loaded with challenges is sometimes difficult, and over time I have learnt there are some things you can do to make the challenges less of a hassle. I hope the [7 Steps to Leadership Excellence](#) program is able to give you the edge in this challenging world.

"In life there are opportunities to excel, or not... you get to choose." Steve Gray

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