



## DEVELOPING PERSONAL LEADERSHIP

### *Maximizing Your Success*

By Rex C. Houze

*[My newest book by this same title will be available by the end of May. Here is a sneak preview.]*

You do not need a title to be a leader. Titles are bestowed, leadership is earned. Before you can understand, motivate, and lead others, you first must be able to understand, motivate, and lead yourself. In other words, all leadership is self-leadership (personal leadership).

An effective personal leader has a **positive mental attitude**, is **self-motivated** and **goal-directed** and is an **effective communicator**.

**Positive Mental Attitude** – A positive mental attitude (PMA) requires that you look at how things can be done instead of why they can't. It means you look for a seed of opportunity in every adversity. Developing a winning attitude is built on belief in yourself, self-confidence, and a high energy level. It's hard to maintain a PMA when you have doubts about yourself and/or you are fatigued. *[The book goes into detail on how to build belief, increase self-confidence, maintain a high energy level, and the role of personal responsibility as it pertains to PMA.]*

**Self-motivated** – When you are self-motivated, you don't rely on other people to get you going or keep you going. You are focused on your goals, you know what your high payoff activities are, and you keep on keeping on. Understanding your personal behavioral style and understanding the styles of those who depend on your leadership helps you achieve a high level of motivation.

**Goal-directed** – When you know where you stand, where you want to go, and how you're going to get there, you have a "slight edge" that makes each day meaningful. Making sure your goals are written and specific is the first step in becoming goal-directed. Developing a plan for the accomplishment of your goals is the second step. Keeping the process alive with specific action steps and target dates is the next step. Tracking your progress and using positive self-talk (affirmations) ensures the accomplishment of your goals. *[The book also includes tips on how to keep the main thing the main thing.]*

**Effective Communicator** – Too many times there is gap between the speaker's intent and the impact it has on the listener. Regardless of how carefully you choose your words, phrasing, tone and inflection, there can be static in any communication in the form of distortions and interference, e.g. the attitude of either party, the level of trust, relevance of what you are discussing, personal values, as well as noise, physical movement, and other distractions.

The better you become at asking questions, actively listening, and asking for and receiving feedback, the smaller the gap between intent and impact. *[The book also goes into the importance of integrity in being an effective communicator who exudes personal leadership.]*

Regardless of how good your attitude is today, it can be better. You can be more self-motivated. You can be more goal-directed. You can become a better communicator. You can maximize your success by developing your personal leadership.