

# LEADING PEOPLE TO SUCCESS

## MINDSET

Having a healthy mindset begins with beliefs. We like to say "behavior follows belief". Use these next few questions to work on getting your mindset right and setting expectations for yourself as a leader. What you believe will allow you to take action on everything you're learning and do it with success.

**1. What are your critical beliefs? Take some time to write down what you believe is critical to you becoming a successful leader.**

**We've listed a few to get you started. Which ones resonate with you and what would you like to add?**

- "Leadership is the key to my team's success and business growth."
- "I must take personal responsibility for everything."
- "I can become a better leader."
- "I will do the long-term, hard work necessary to succeed."
- "My worth does not come from people's opinions of me or performance."
- "I'm going to fail and I will learn from it."
- "It's my job to make my team successful, not the other way around."
- "I must invest my time as a leader, not waste it."
- "I must lead from the front, instead of being bogged down in tasks in the back."
- "I need to question if what I'm doing can be done by someone not paid as much."

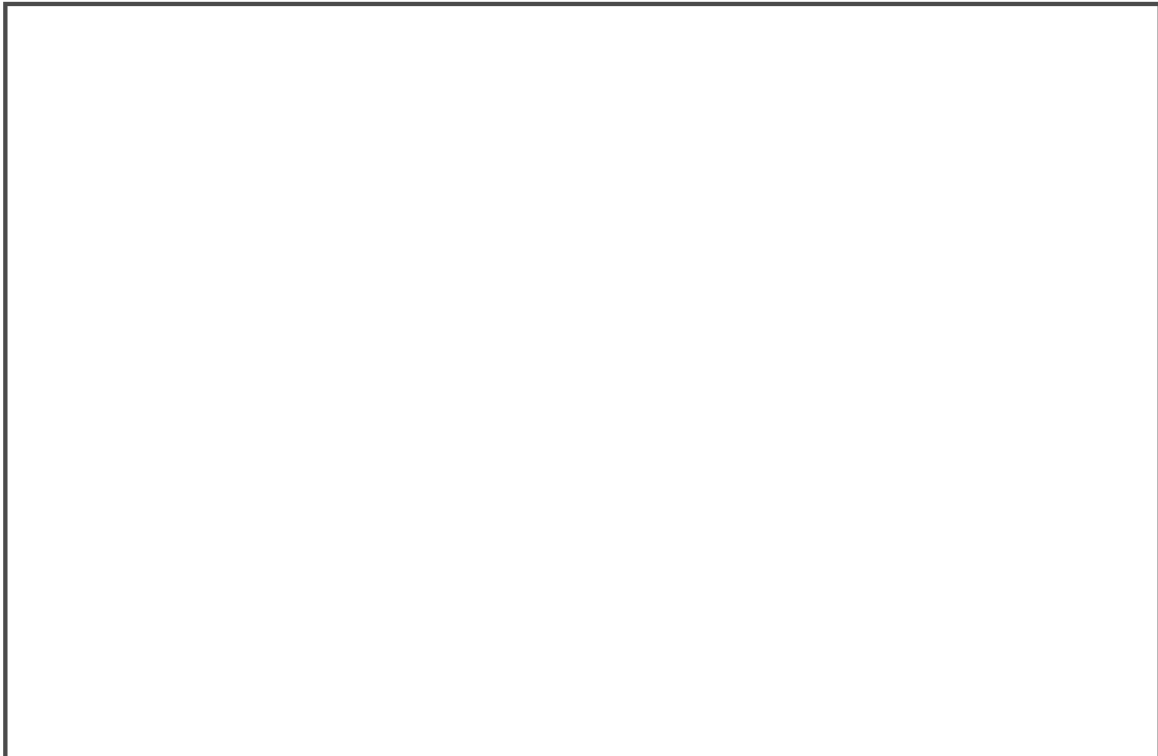
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**2. What fears or lies do you face that hold you back from delegating daily tasks?**

**See the following page of Lies vs. Truths. This one-page is beneficial to post somewhere you can reference on a daily basis so you make decision based on truth and quality perspective.**

**Here are some fears that leaders struggle with:**

- Fear of failing as a leader.
- Fear of not being needed.
- Fear of not knowing what to do or how to do it.



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### LIES VS. TRUTHS

- If I don't do it, it's not going to be done right
- If I stop doing the important tasks, I won't be needed
- My day is full of tasks. I don't have time to lead my team
- If I fail, my company will be in jeopardy
- The team will think I'm not pulling my weight if I spend all my time in meetings.

- If I take the time to train someone that I pay less than me and hold them accountable, I will have "duplicated" myself and made a cost-saving decision.
- My worth does not come from how many tasks I do. I am needed to run this company with purpose of Mission, Vision, and Strategy in mind.
- If I delegate these tasks, and hold my team accountable, I am successfully leading my team.
- I am going to fail, and I will learn from it!
- The team's perception of me will not be determined by the work I'm doing, but by our culture and my leadership.