

LEADING AND MANAGING THE REVOLUTION



#NARLEADERSHIPSSUMMIT



A DAY IN THE LIFE OF AN AE

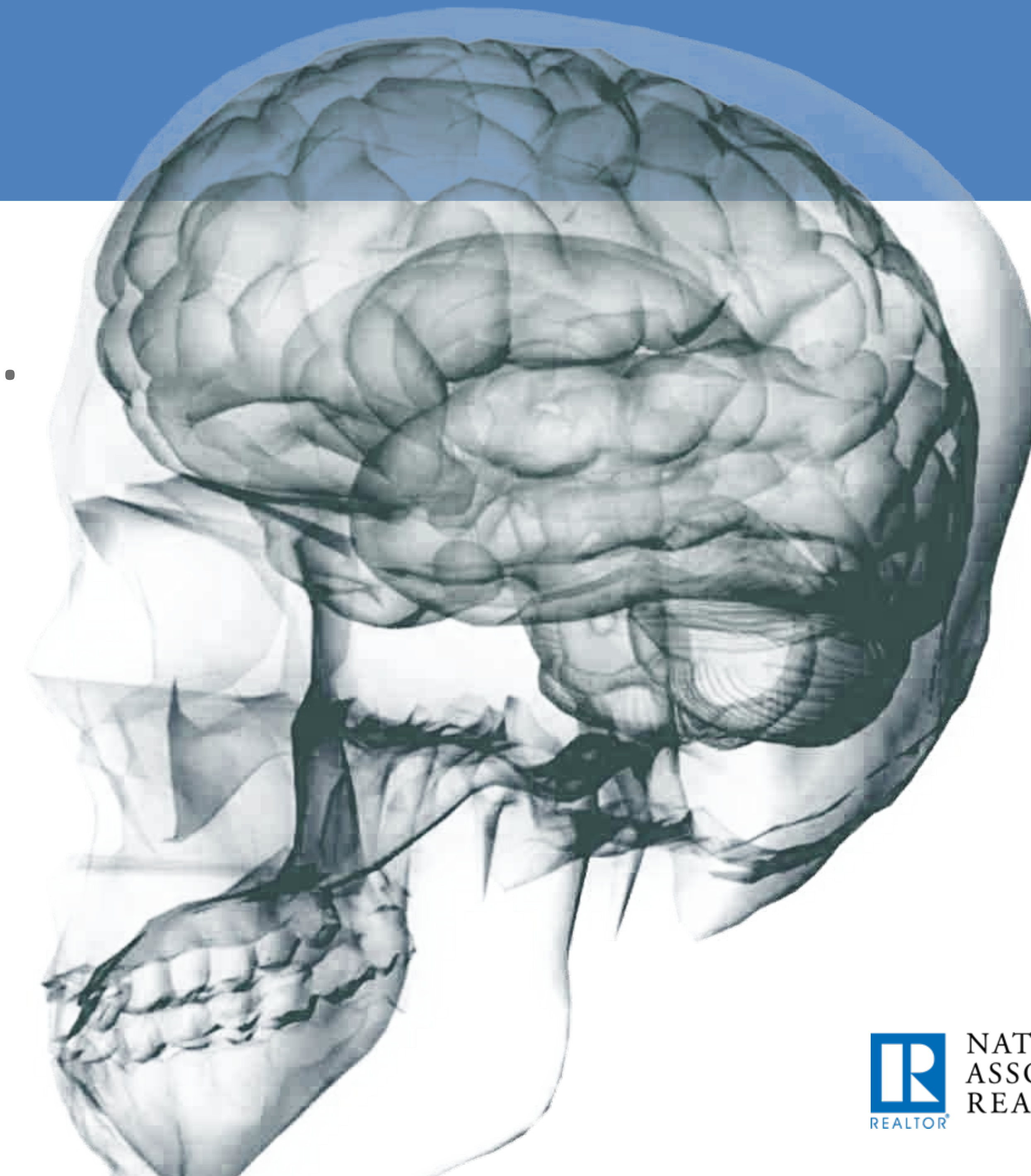
50,000 thoughts per day...



AE

50,000 thoughts per day...

$\frac{x 10\%}{5,000}$



LEADERSHIP TEAM

50,000 thoughts per day...

$$\begin{array}{r} \times 10\% \\ \hline 5,000 \end{array}$$

$$\begin{array}{r} \times 5\% \\ \hline 2,500 \\ \times 4 \\ \hline \mathbf{10,000} \end{array}$$



COMMITTEES

50,000 thoughts per day...

$$\begin{array}{r} \times 10\% \\ \hline 5,000 \end{array}$$

$$\begin{array}{r} \times 5\% \\ \hline 2,500 \\ \times 4 \\ \hline 10,000 \end{array}$$

$$\begin{array}{r} \times 1/10\% \\ \hline 50 \\ \times 80 \\ \hline 4,000 \end{array}$$



THOUGHTS THAT COULD IMPACT THE AE'S DAY

50,000 thoughts per day...

$$\frac{\times 10\%}{5,000}$$

$$\frac{\times 5\%}{2,500}$$
$$\frac{\times 4}{10,000}$$

$$\frac{\times 1/10\%}{50}$$
$$\frac{\times 80}{4,000}$$

19,000





LEADING AND MANAGING THE REVOLUTION

No

ALIGNED

Role CLARITY

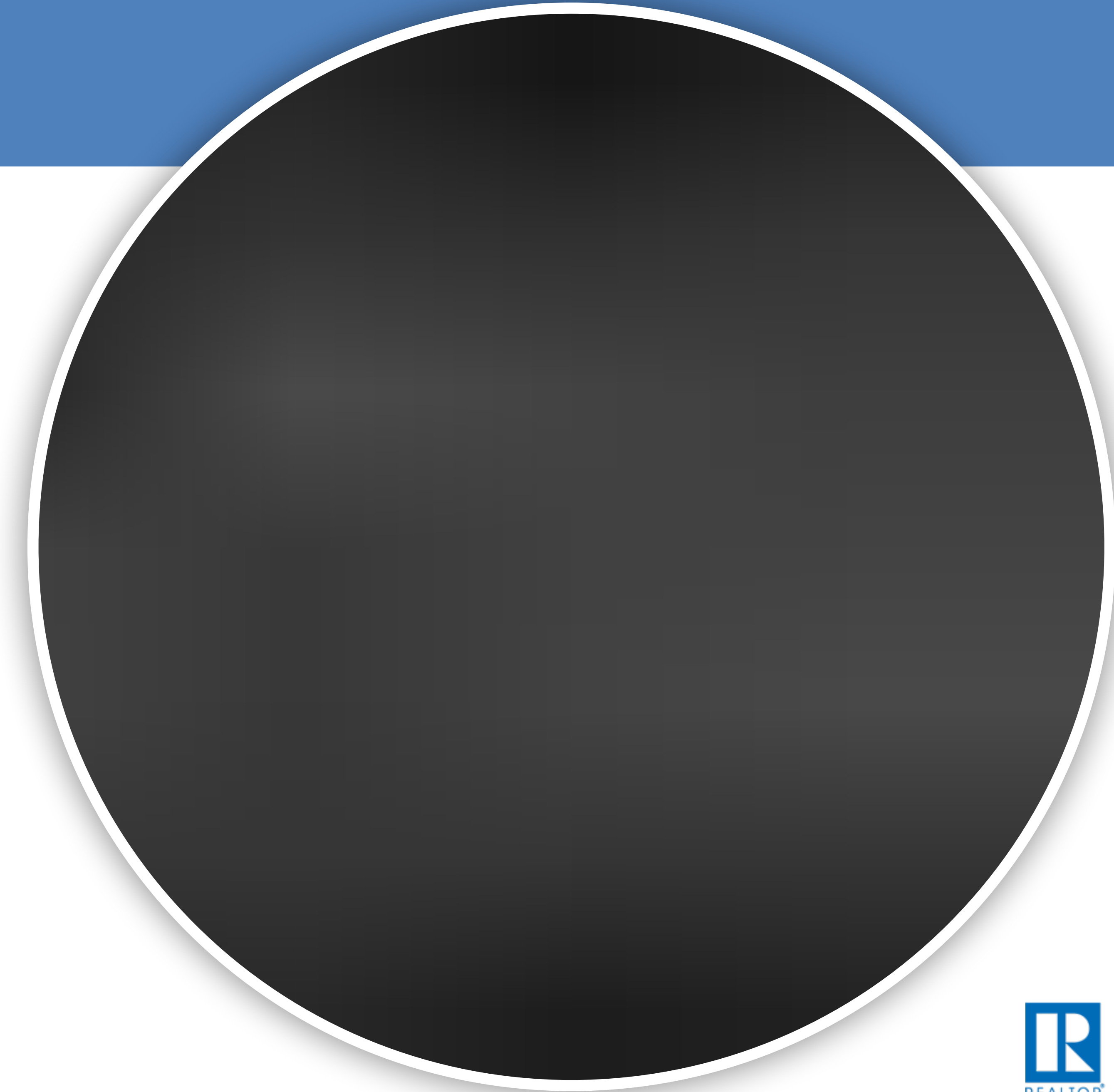


LEADING AND MANAGING THE REVOLUTION

Knowing what to say **NO** to



ALIGNMENT



ALIGNMENT



POINTS OF ALIGNMENT

6 Core Standards

27 items

President/Association Executive Task List

127 items under 12 headings

Strategic Plan

?

WHAT'S REALLY IMPORTANT

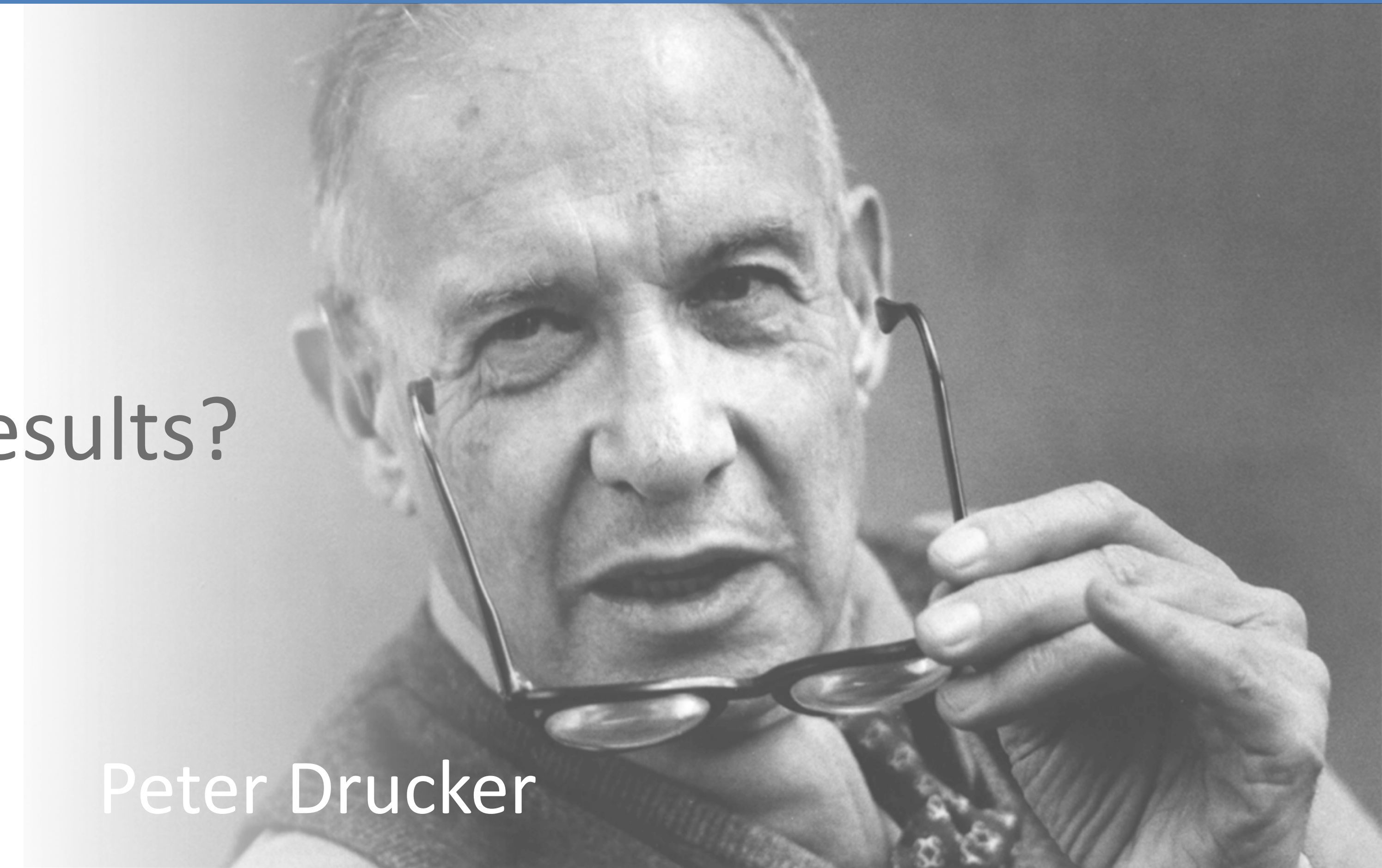
#	AE	President
1		
2		
3		
4		
5		

REVOLUTIONARY CLARITY

What needs to be done?

What can I do to make a difference?

What constitutes performance and results?



Peter Drucker

CLARITY IN COMMUNICATION STYLES



CLARITY IN ROLES

President leads the Board

Board leads the Association

AE runs the Association

AEs make the personnel decisions

Micro-management vs. absentee management



LEADERSHIP MAXIMS

Make sure that good relationships are your first priority

Ask: *“What can I do to help you be more successful?”*

Keep people and problems separate

LEADING THE REVOLUTION



No

ALIGNED

Role CLARITY

REVOOLUTION

2016 LEADERSHIP SUMMIT