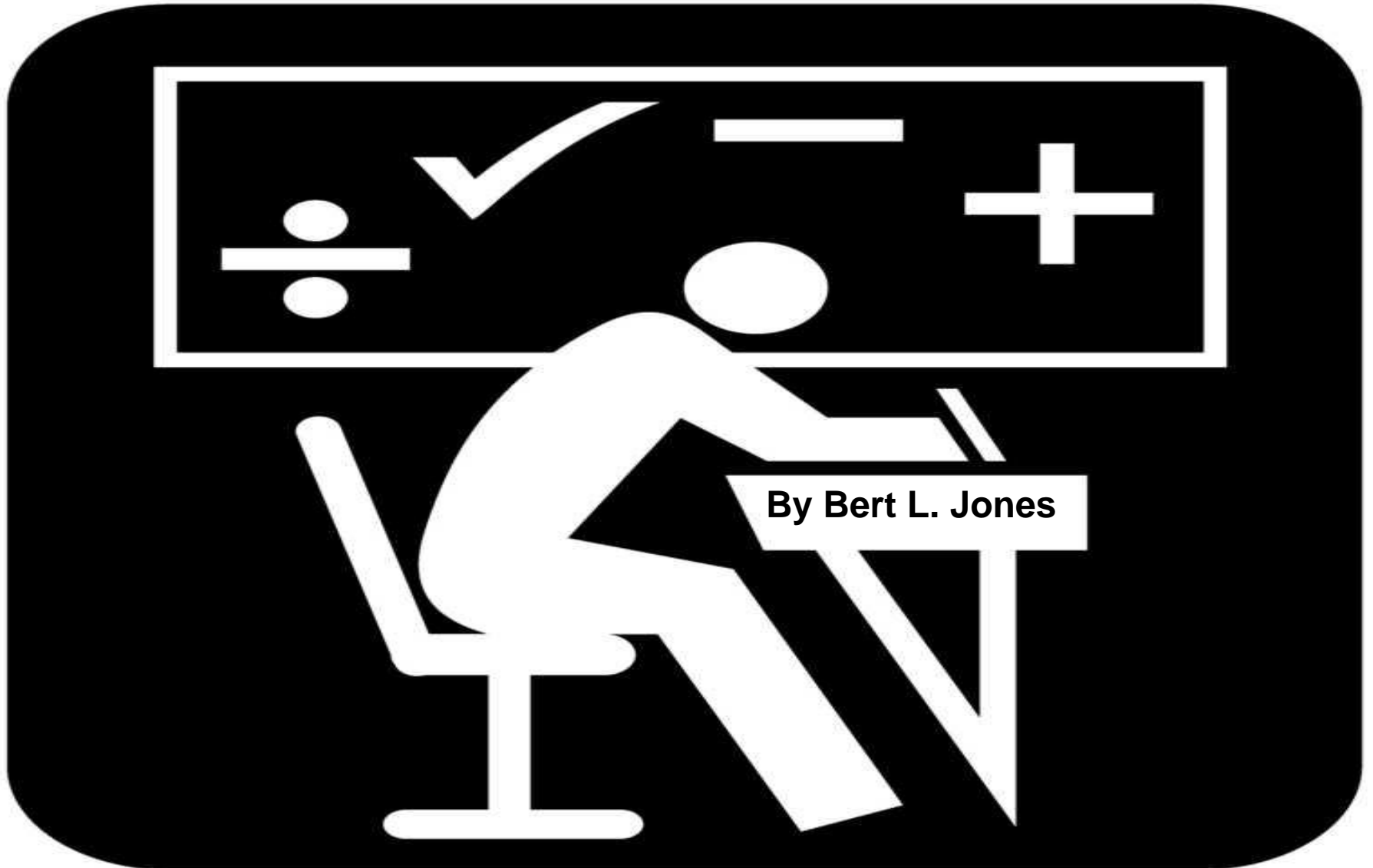


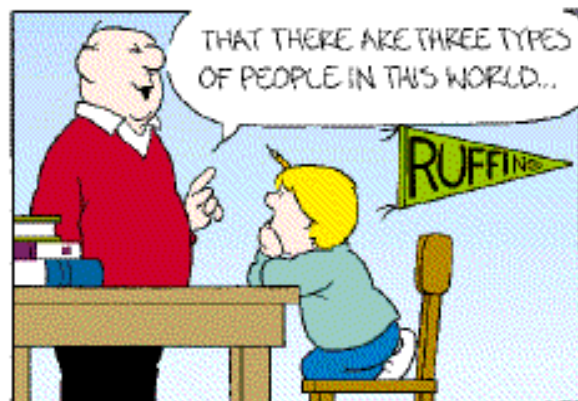
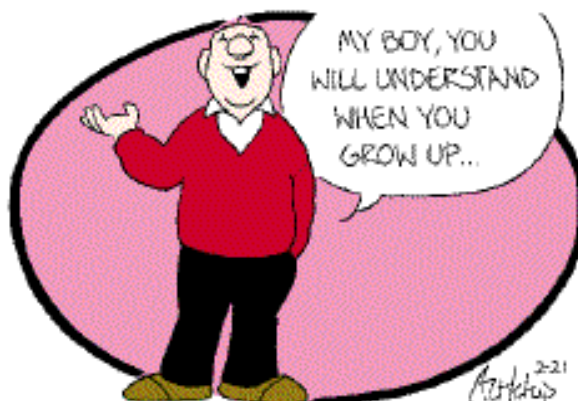
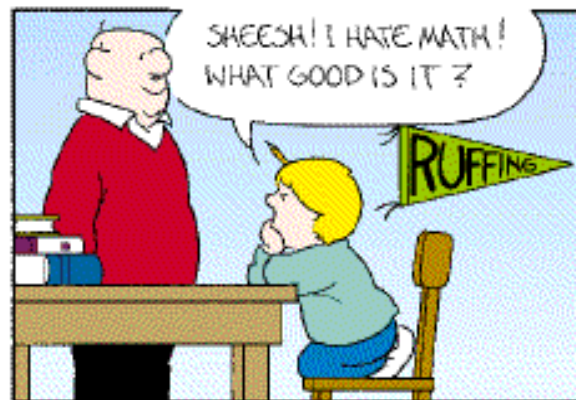
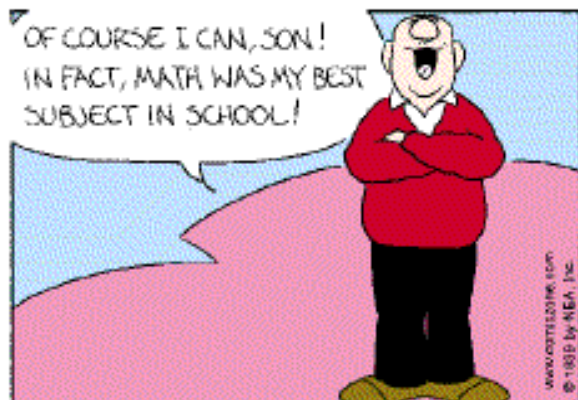
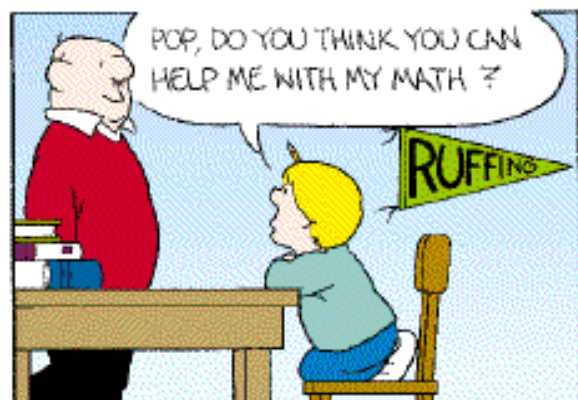
# Leadership Math



# THE BORN LOSER<sup>®</sup>

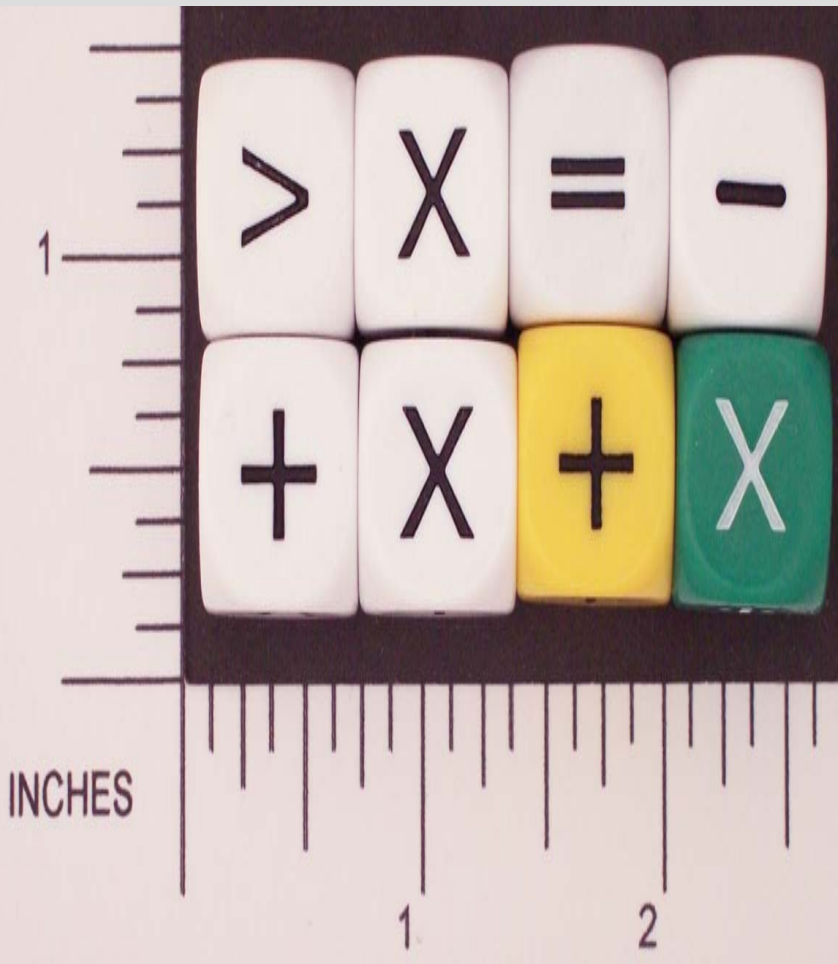


by Art & Chip Sansom



# Leaders:

- **ADD** value into the lives of others.



# Leaders will take the time to:

- **Appraise** the value of an individual.



# Leaders will take the time to:

- **Praise** the value of an individual.
- Encouragement is the real Vitamin E



# Leaders will take the time to:

- **Raise** the value of an individual.

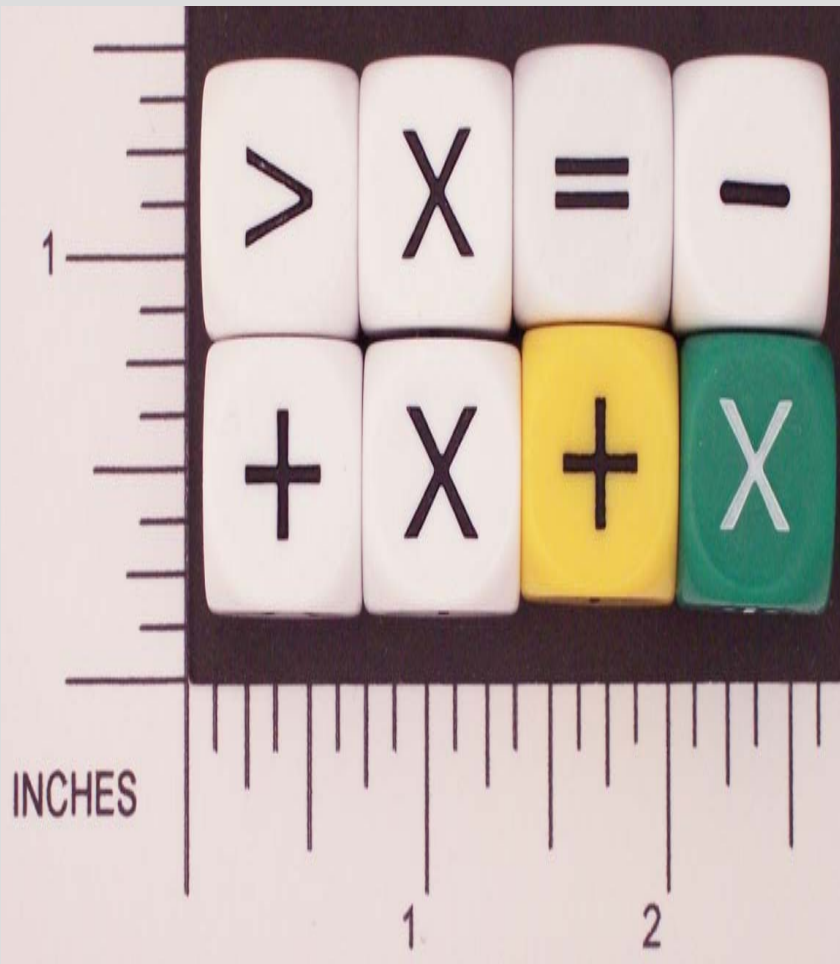


# Leaders will take the time to:

- **Amaze** the individual with their value and worth.

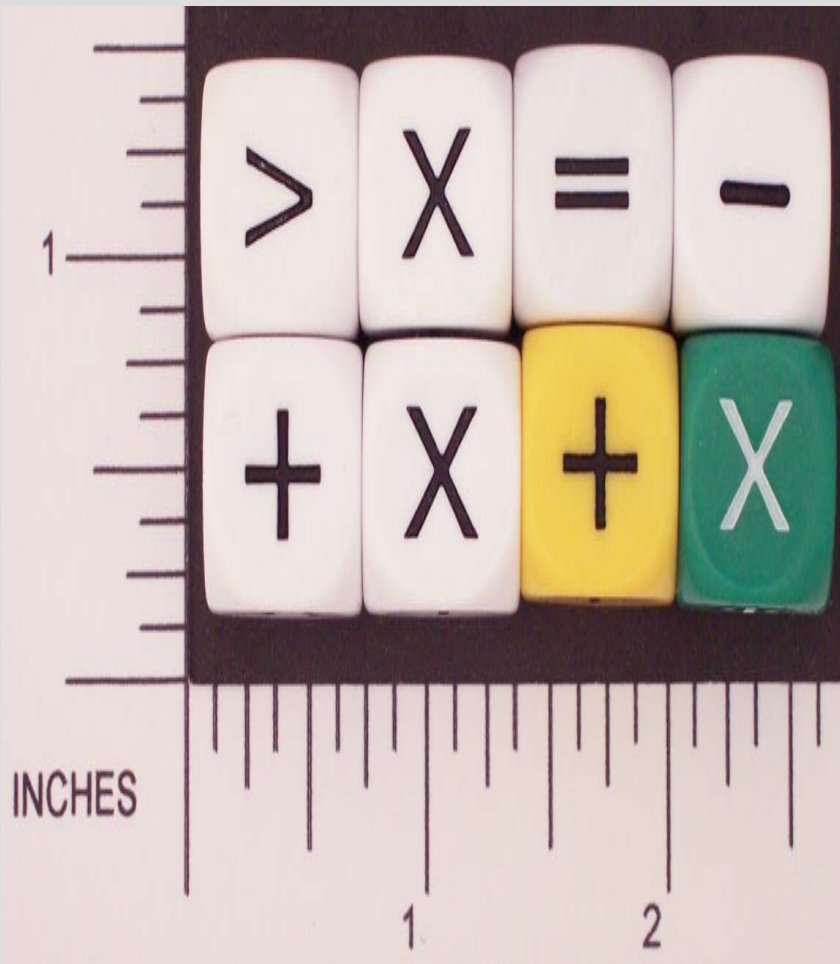


# Leaders:



- **MULTIPLY** their impact & influence through investing in lives of others.

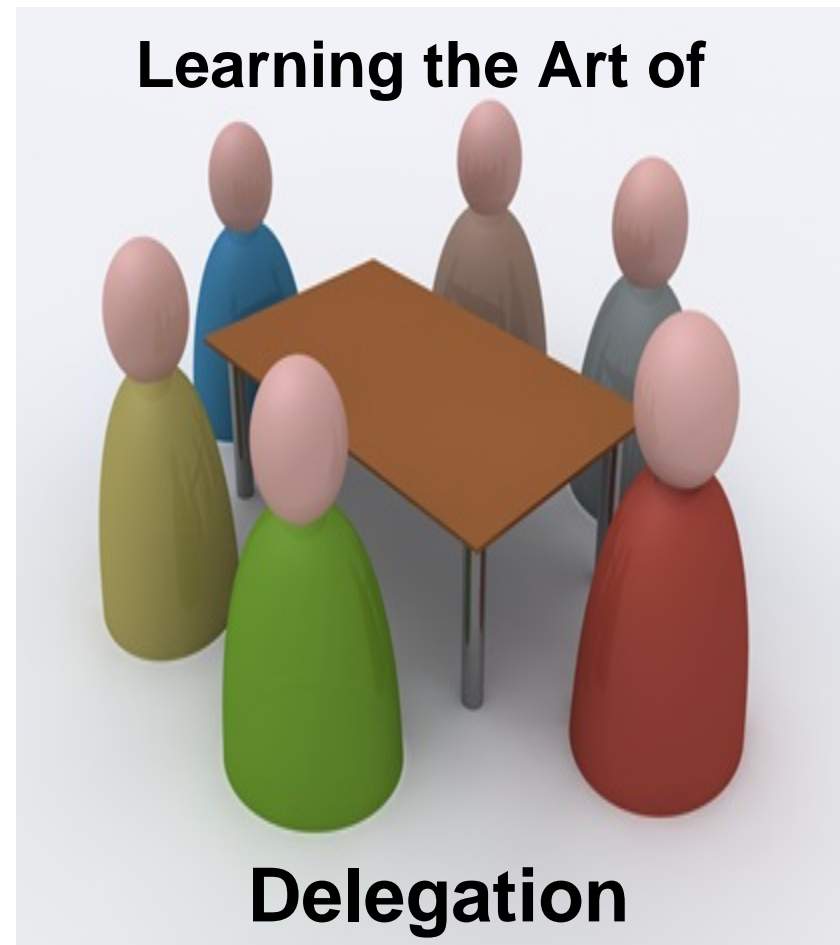
# Leaders:



- **DIVIDE** and delegate key responsibilities by trusting others.

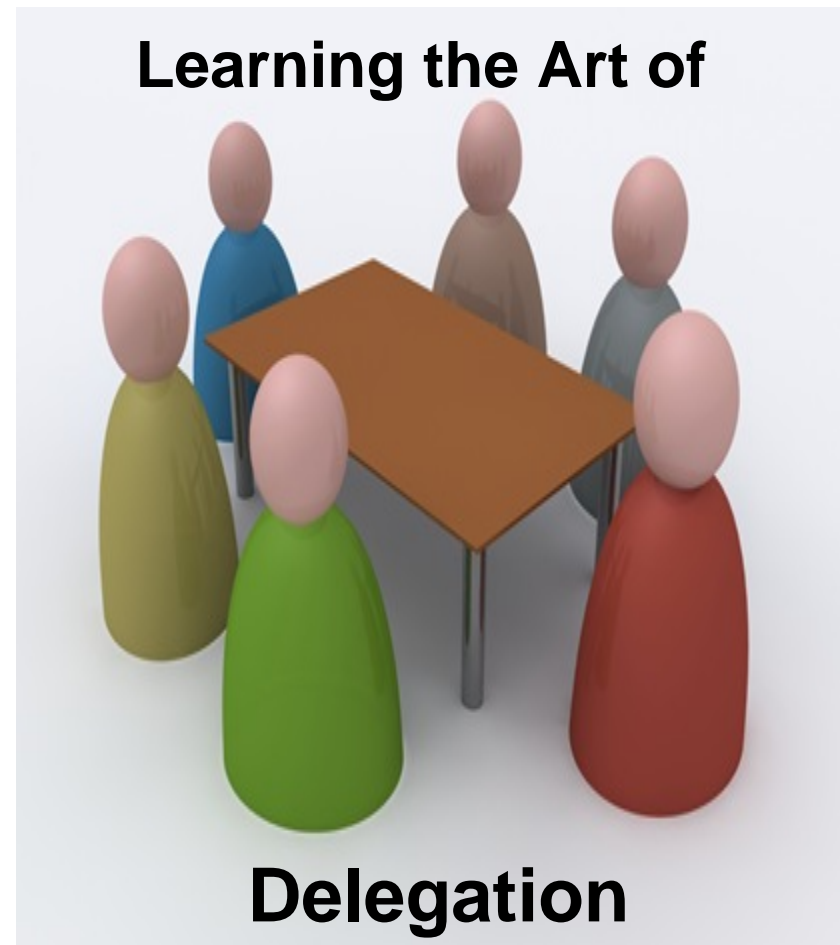
# *The secrets of a Superdelegate*

- Always delegate the priority when you delegate the project. Determine the timetable when you deal out the task. Every delegated task should have a deadline.



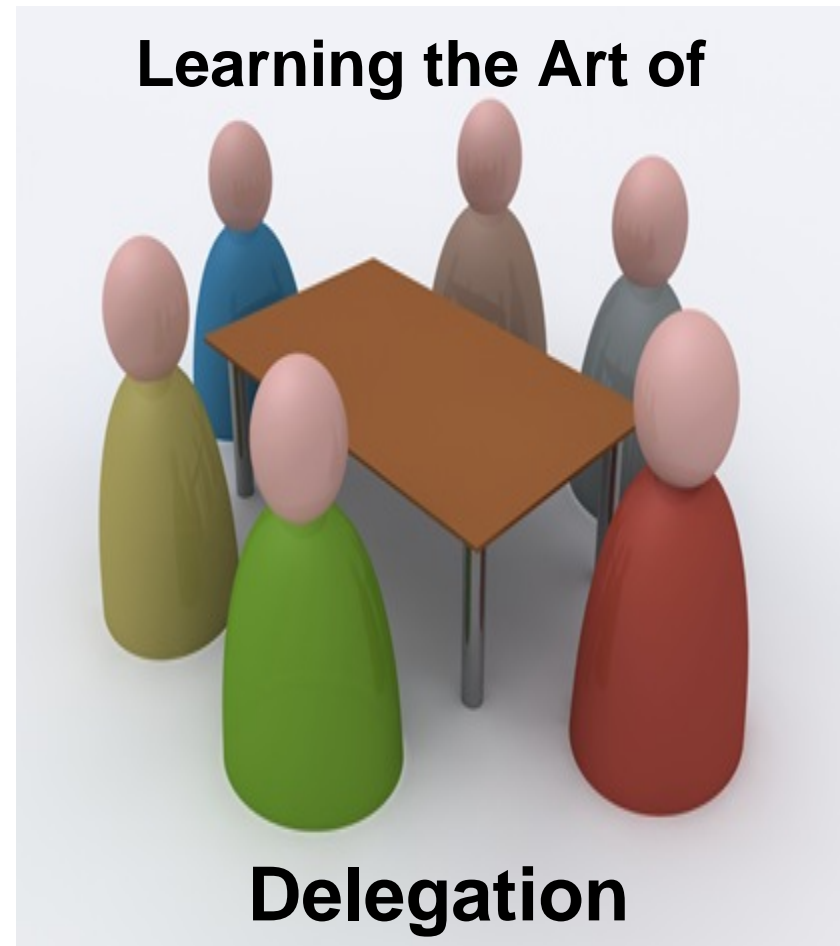
# *The secrets of a Superdelegate*

- Disclose all the details when you delegate. (set clear expectations) There should be NO small print. Be upfront with your expectations.



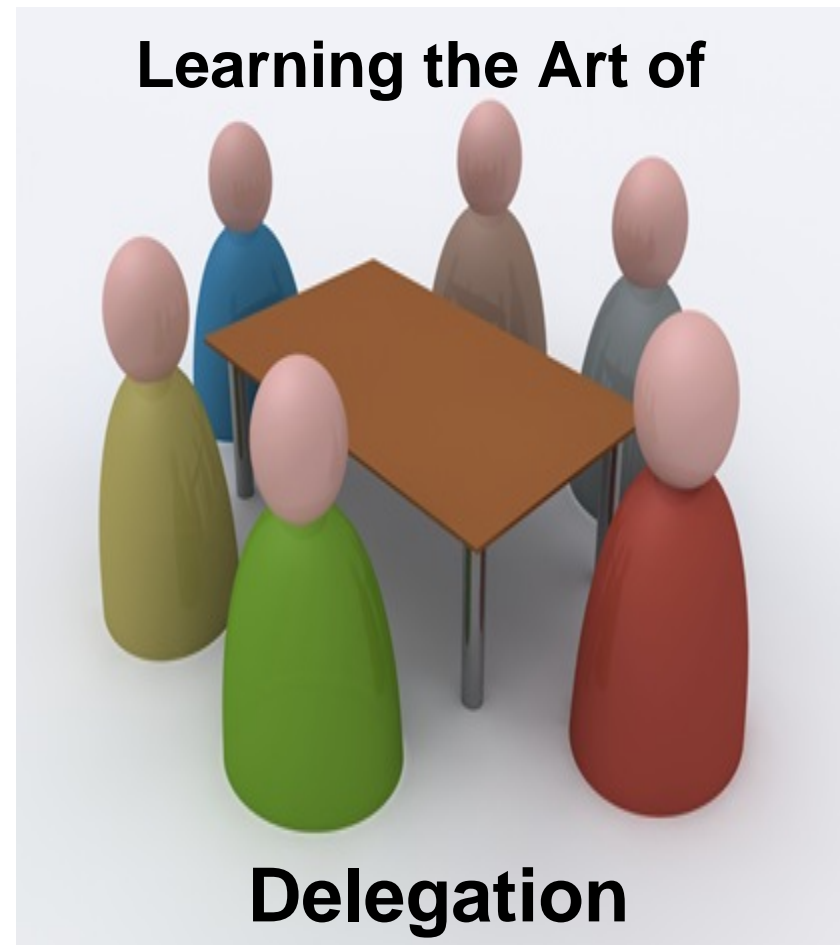
# *The secrets of a Superdelegate*

- Document anything you delegate in writing. Give everyone involved a copy.



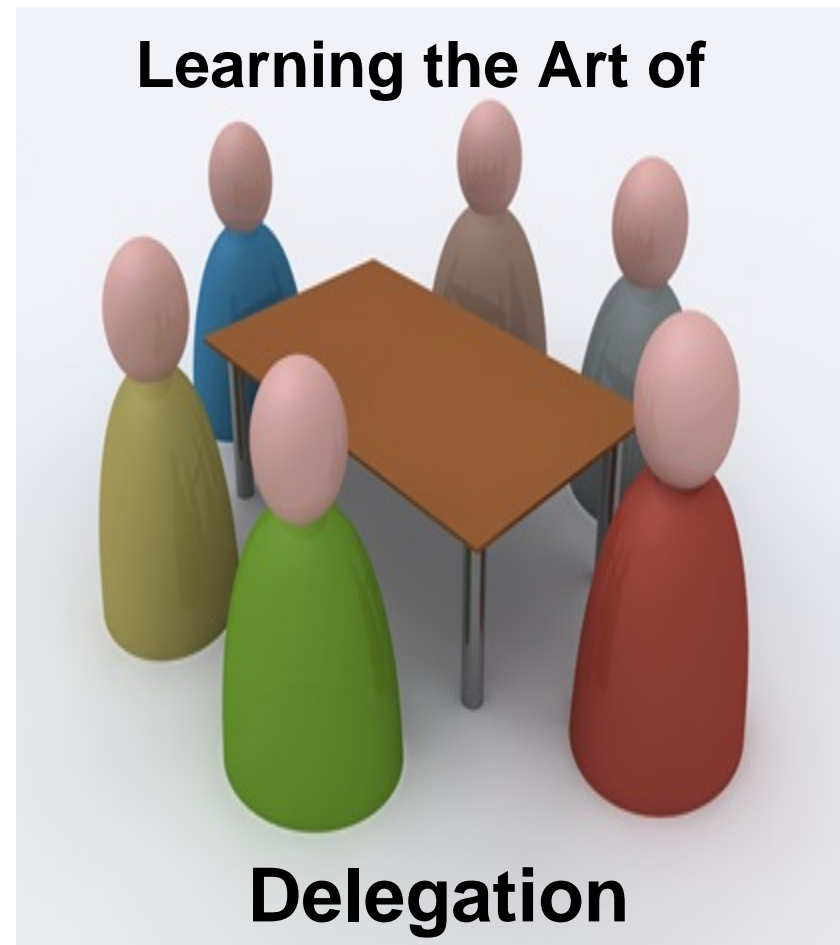
# *The secrets of a Superdelegate*

- Discuss upfront how success will be determined and evaluated.



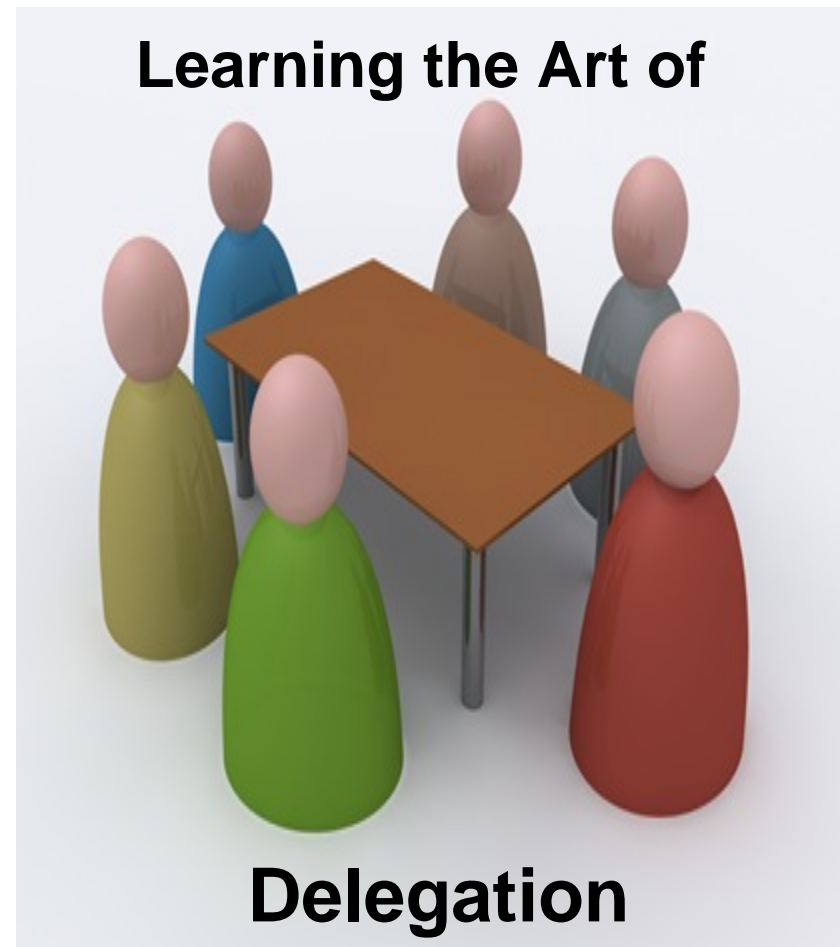
# *The secrets of a Superdelegate*

- Determine who the person with a delegated task will direct report to.



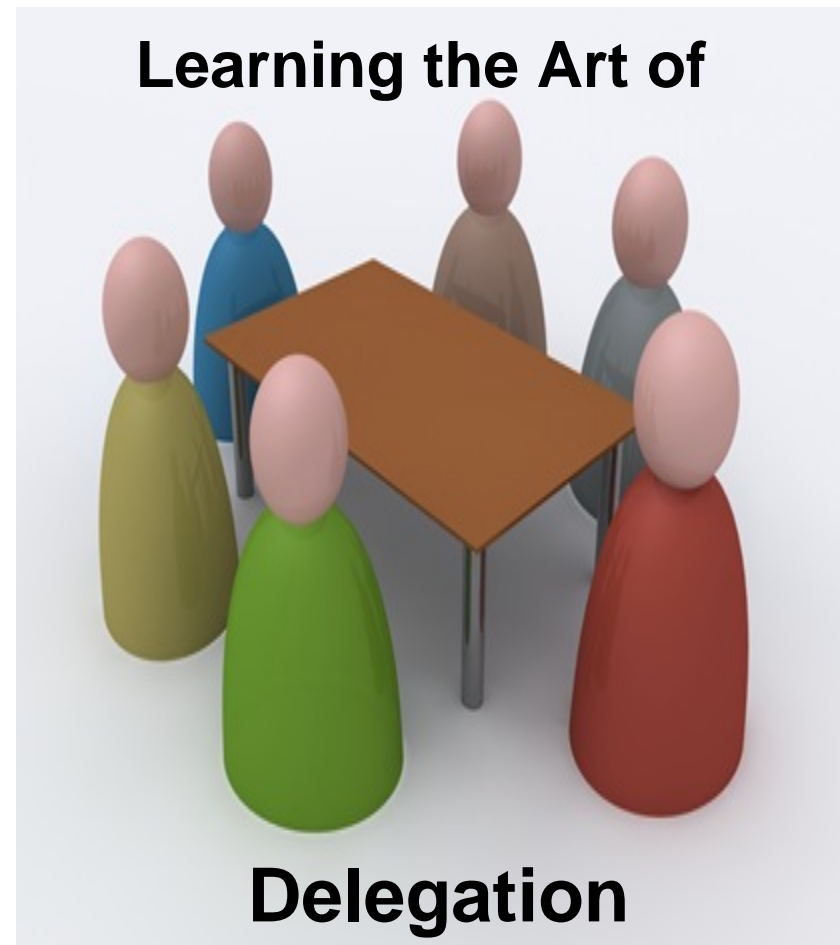
# *The secrets of a Superdelegate*

- Divide up specific portions of the project to be assigned to specific people on the project and let them work at their own pace.



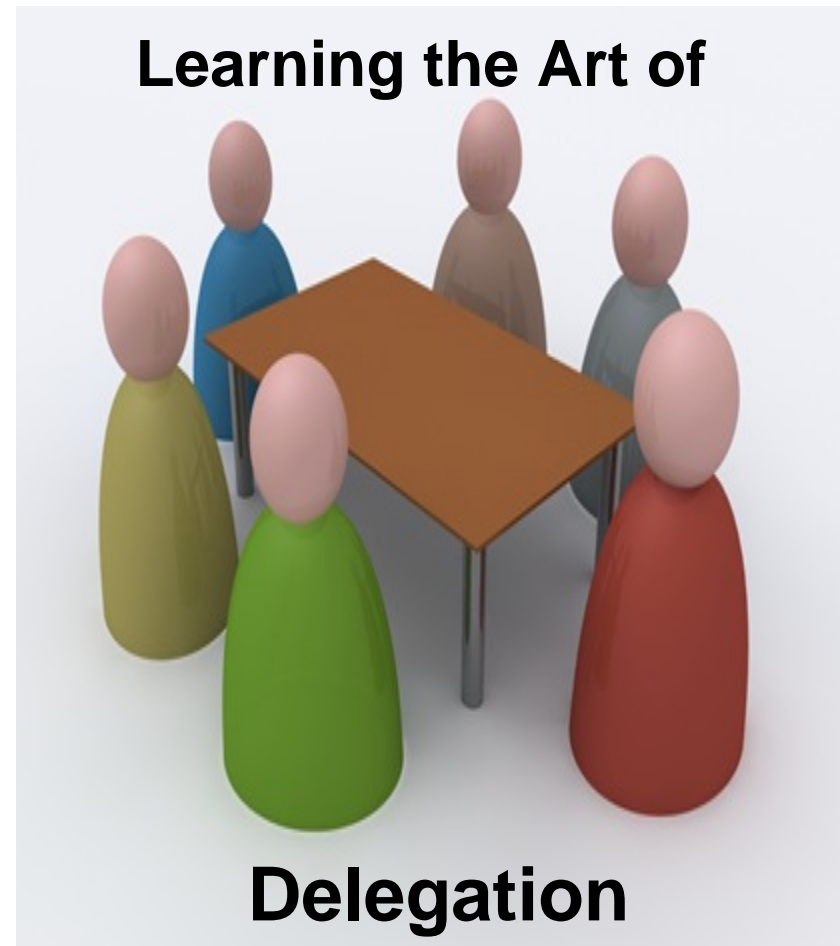
# *The secrets of a Superdelegate*

- Don't double delegate. (giving 2 different people the same task)



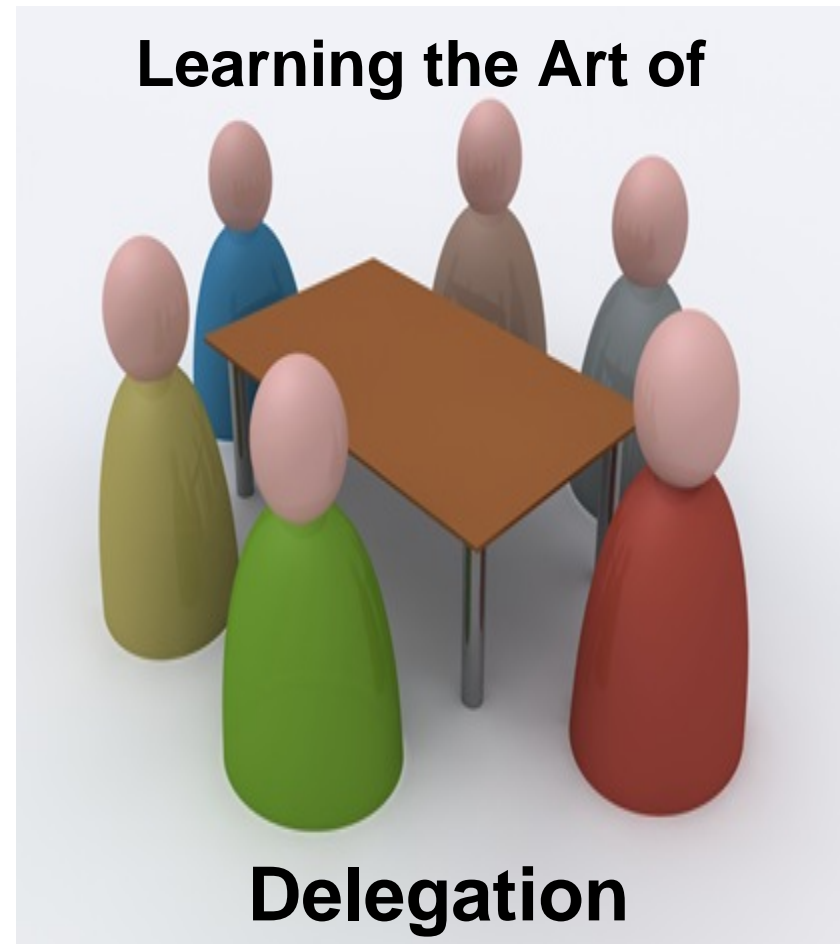
# *The secrets of a Superdelegate*

- Leaders who are effective at delegating teach people how to do things as well as tell them what to do.



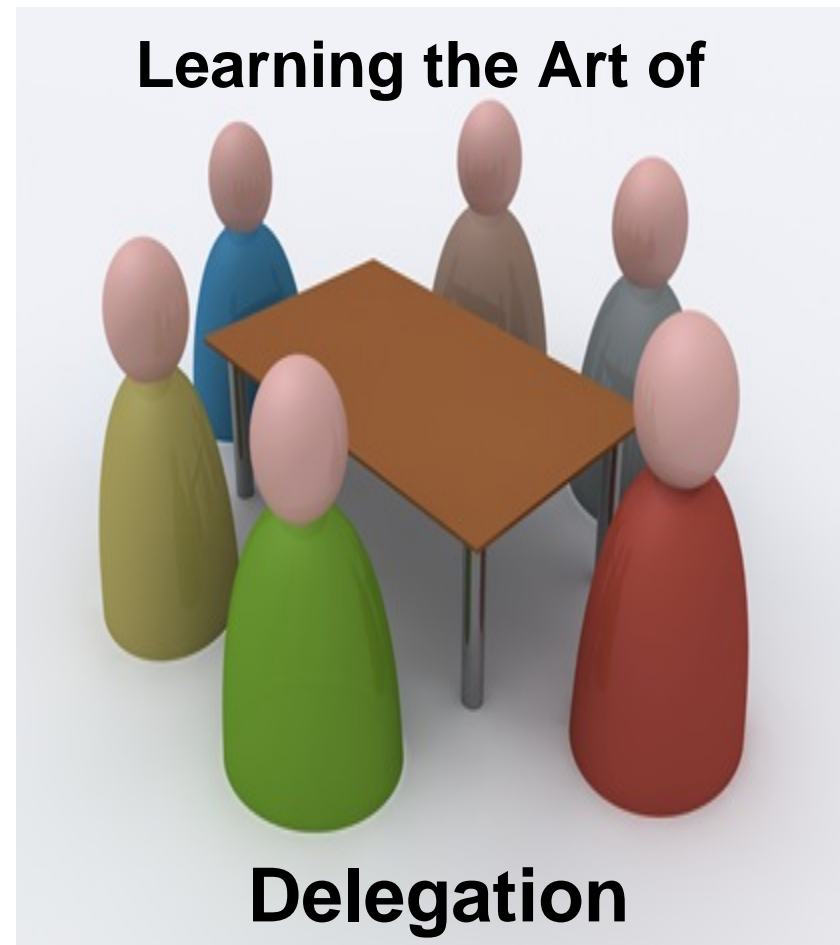
# *The secrets of a Superdelegate*

- Reject reverse delegation. (where something delegated to someone ends up coming back for you to finish)



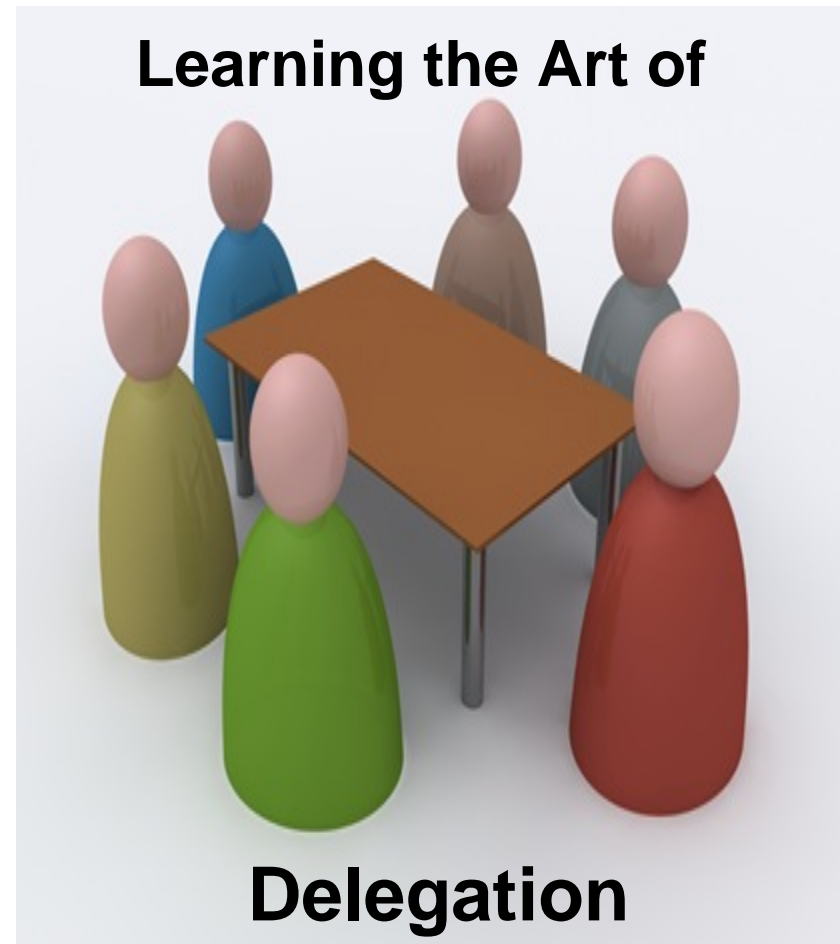
# *The secrets of a Superdelegate*

- Understand the difference between delegation and dumping. (one is fruitful and the other is frustrating)



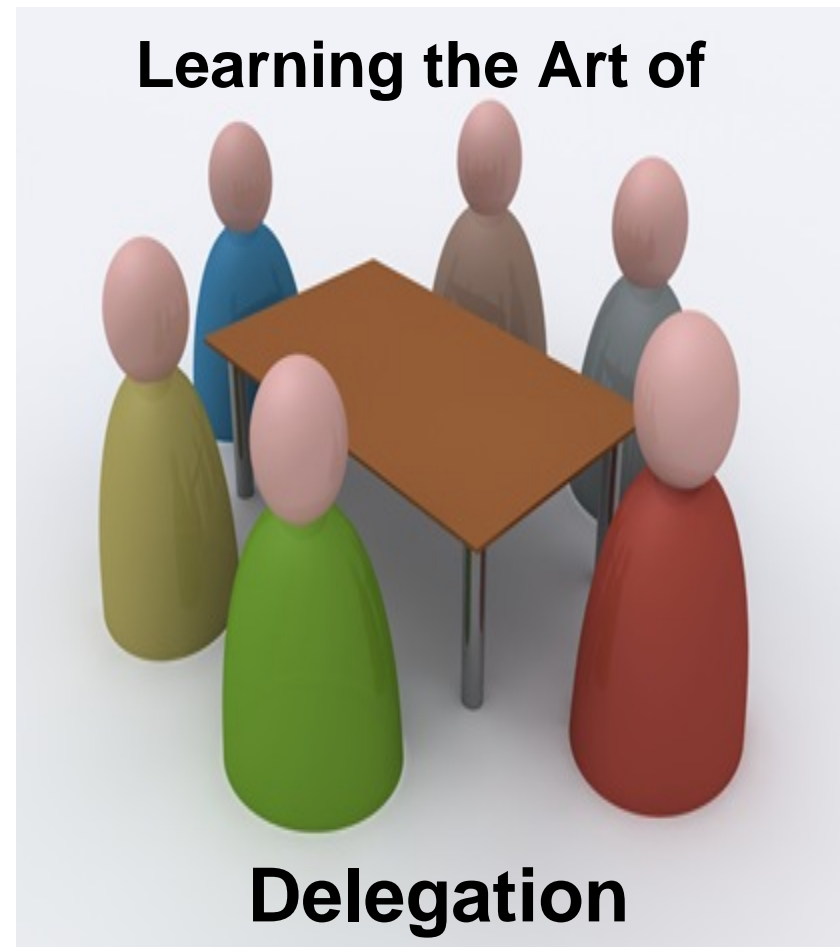
# *The secrets of a Superdelegate*

- Don't get in the habit of only delegating what you dislike or don't want to do to others—that's demoralizing.



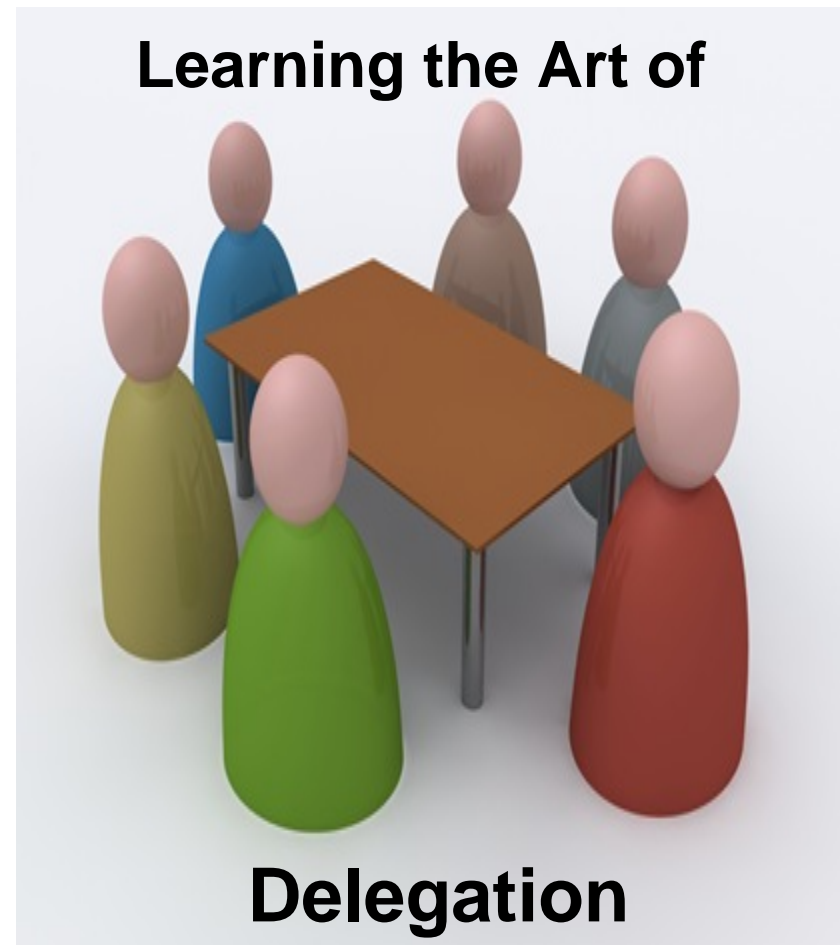
# *The secrets of a Superdelegate*

- Don't forget to delegate authority when you delegate an assignment. (But keep in mind that while you can delegate authority—you cannot delegate responsibility)



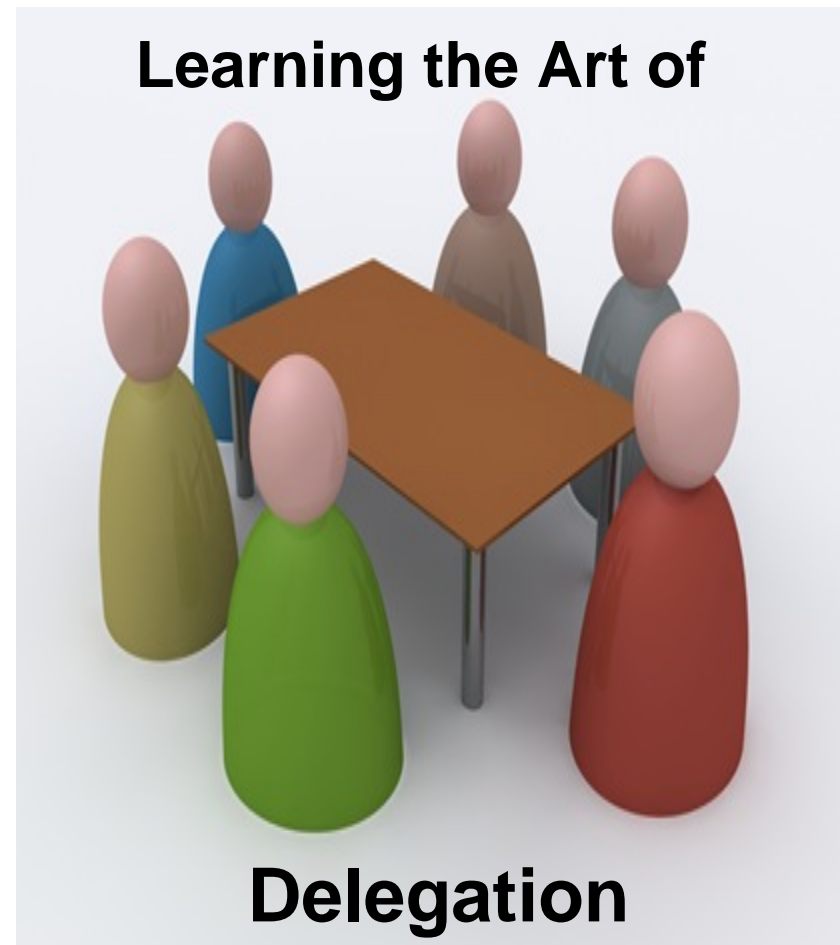
# *The secrets of a Superdelegate*

- Once you have outlined any important instructions—don't interfere with the process unless you are asked.



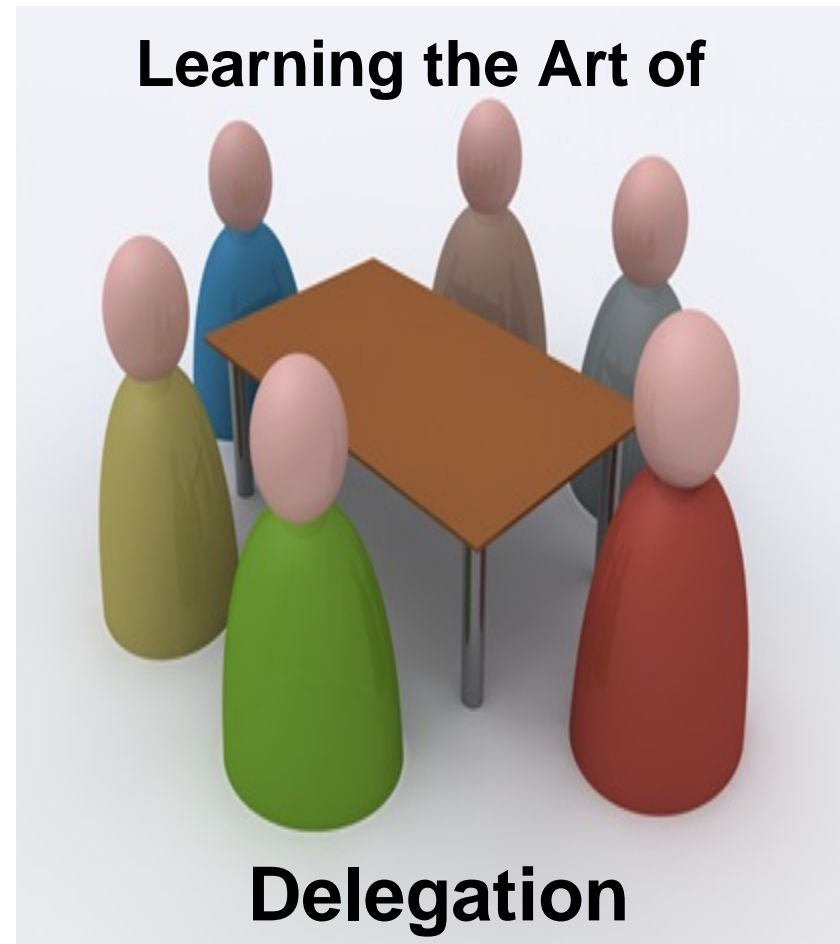
# *The secrets of a Superdelegate*

- Understand upfront that when you delegate something to someone it may be done differently that you would have developed it yourself.



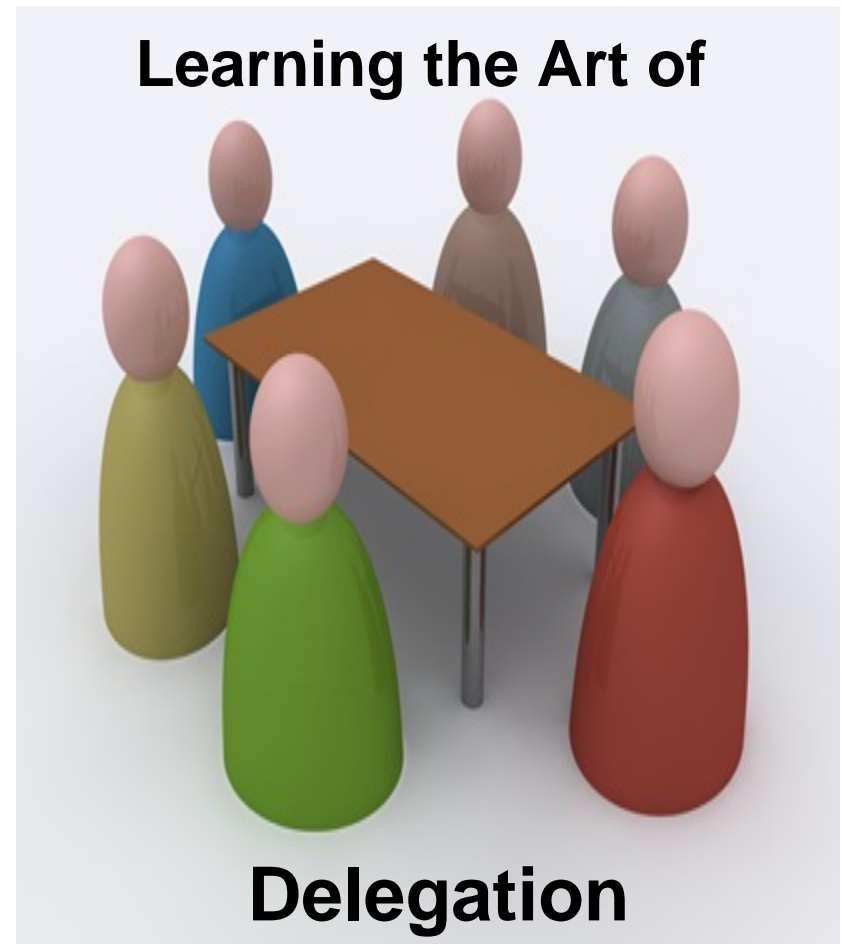
# *The secrets of a Superdelegate*

- Be careful not to disrupt or discourage the delegation process by critical comments. A supervisor needs to be more a cheerleader than a critic.



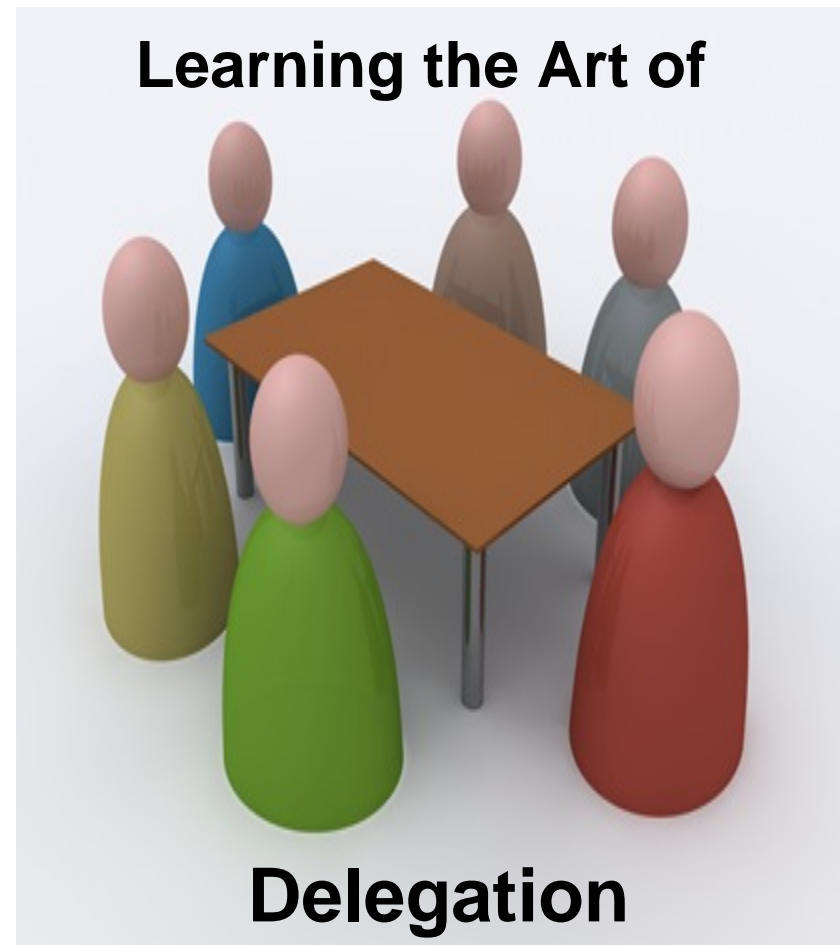
# *The secrets of a Superdelegate*

- Never assume that because you delegated it—it's getting done.



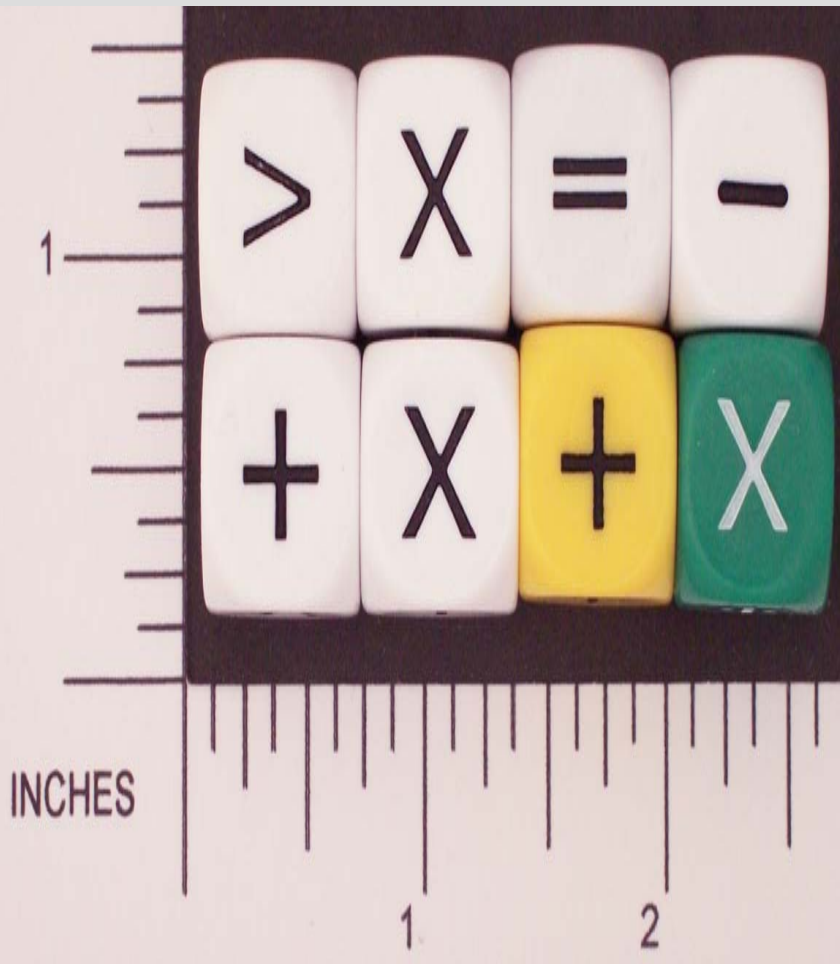
# *The secrets of a Superdelegate*

- Be careful not to be delinquent in what you have delegated. Follow up and follow through. Reward or reprimand.



# Leaders:

- **SUBTRACT**  
anything that will distract them from their primary purpose.



# Leaders subtract anything that is:

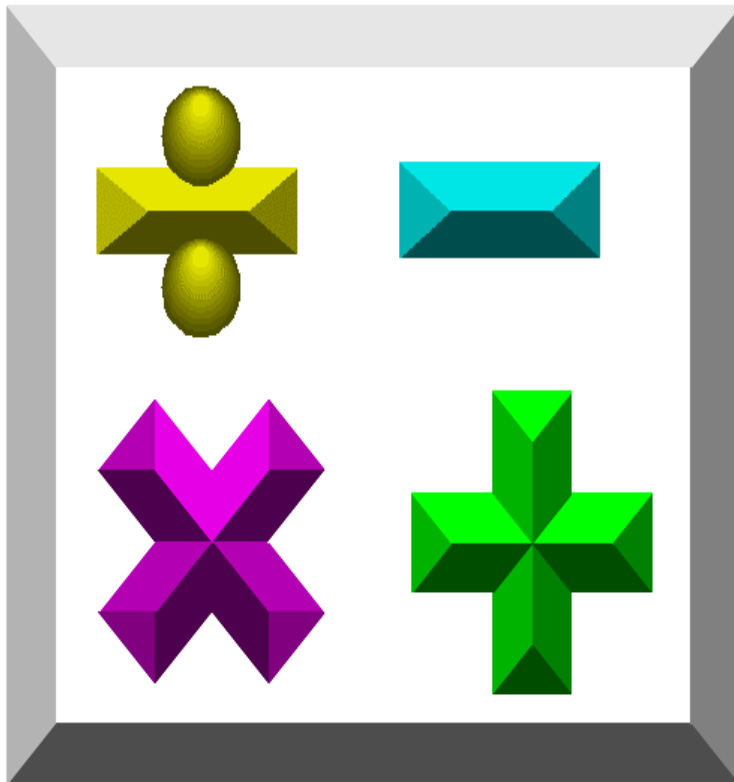
1. Distractive
2. Unproductive or ineffective
3. Counterproductive
4. Obstructive (Preventing movement)
5. Addictive
6. Competitive
7. Disruptive
8. Destructive



# Leadership MATH

**Leaders:**

- ADD value into the lives of others.
- MULTIPLY their impact & influence through investing in lives of others.
- DIVIDE and delegate key responsibilities by trusting others.
- SUBTRACT anything that will distract them from their primary purpose.



# Contact Information



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