



## The Price of Leadership

Leading is something that usually happens long before a person is granted a “position of authority”. Prior to becoming a manager or supervisor, leaders establish themselves as a person of influence, regardless of title. Being an effective leader, however, isn’t easy, and it comes at a cost. Anyone can make suggestions or complain about those that are above them, but having the courage to make decisions that affect others and persevering through the frustrations and challenges to make a real difference is something not everyone is willing to do.

***The Price of Leadership*** is designed to help participants learn and understand what the cost of truly being a leader really is. Whether they are currently in a managerial role, or aspire to reach that type position at some point, this presentation will give them 5 key ingredients they can use as the framework as they grow throughout their career.

In this session, we’ll discuss the importance of not losing sight of the people you’re trying to lead. Though this sounds elementary, many leaders regress to being merely a manager as they get bogged down in their endless list of things to do. We’ll talk about the difference between leading (people-oriented) and managing (task-oriented). Leaders manage workers...managers manage work! Participants will learn a new rule of math; the leadership equation, in which influence multiplied by impact equals effectiveness. We’ll take a strong dose of reality as they are reminded of the cost of commitment to bringing about real change. And finally, they will tie everything together by honestly evaluating the level at which they are performing their responsibilities and the example of excellence they are modeling for their team members.

This presentation will allow attendees the opportunity to not only recharge their batteries with some inspiration, but to also shift their thinking about how they can most effectively be a catalyst for increased productivity and profitability within their organization, regardless of how their industry would measure that.

*I’ve had several years of leadership training, but the session with Randy was practical, clear, and included valuable take aways.*

*Melissa Hodgson/HR Manager/Austin, TX*

***Teaching the Essential Elements of Excellence for work and life!***