

Incites: a newsletter for Leaders from Terry Power

Welcome to the third edition of 'Incites'. Thank you in advance for passing this along to anyone interested in educating leaders whether this be insights for your children, your staff or for yourself. This newsletter is in three parts; hindsight, in-site and foresight. Enjoy!

Hindsight

- ✚ **In case I might use it.** Keeping magazines, articles or 'useful' stuff in case some day you may need it is a trap that often works to your detriment rather than advantage. Knowing that you have that 'piece' 'article' or other item somewhere causes you to spend inordinate amounts of time looking for it. If you know you've given it away or thrown it out, you resolve to using something else or going and getting it directly.
- ✚ **Give it away.** Clothing is a wonderful example of hanging onto something you no longer need. If you haven't worn it in 12 months, chances are you're never going to where it. The solution is to clear your closet periodically and while you're at it, your filing cabinet and your draws as well. Be ruthless in the process.
- ✚ **Focus on just a few things.** Of the myriad of possible things we can put on our to do list only a handful will give us the results we want. Finding and focusing on those few things can have a significantly positive impact on our productivity.
- ✚ **Communicate with intent.** Too often we speak without giving thought to the impact of what we say. Particularly before entering into a potentially hostile situation. A little time spent preparing some possible scenarios can lessen the possibility of stress.
- ✚ **Red ink mentality.** When I was at school most of my teachers seemed to get perverse pleasure from defacing all my work with dark red admonishments, which only served to deepen my resentment and find ways to antagonise their authority. This same thinking pervades many corporations and organizations with similar results. For most people, a focus on what is working, what they are doing right, reaps more satisfactory results.

Insight

Following on from last weeks 'Incite' and the first three guide posts for leaders wanting to navigate the future are the last four guideposts:

Guidepost #4 Be truthful. As well being attentive to the deception that's out there, we must be truthful to ourself. In these times of rapid change our integrity base must remain constant. A mountain among the winds of change, changeless at the core. Only through our integrity can we expect to gain and maintain the trust of our followers and others.

Guidepost #5 Emergence of a global culture. Assimilation is inevitable. The day of the Net has arrived. Through cyberspace the physical boundaries of sea, land and air are being surmounted at an unprecedented rate - at the click of a button. As a result cultures

will merge, new currencies will appear and colonised cyberspace will rule. Make no mistake, an underestimation of the future is inexorable. Flexibility is the key. Waltz with the web, bounce with broadband and get comfortable with cyberspace.

Guidepost #6 The demise of the expert. The complexity and rapidity of a changing future defies the existence of experts. This is not to say that people of expertise will not be valued. They will. It is those with expertise - not the expert - who seeks to teach and foster curiosity that will earn the respect of their followers. These are the worthy attributes of the future. Approach with caution those who claim to be 'the expert' in the field. Look not for the new, but rather the old with new enthusiasm.

Guidepost #7 The past rising beyond the future. Humanity has already experienced three profound social changes – the Agricultural Revolution, the Industrial Revolution and now the Information Revolution. The future will bring a fourth – the Humanity revolution. In times of such constant and rapid change, the human factor will again rise to be heard. People will recognise that all change is not progress, nor is it forward. And a fundamental need, indeed craving, is the touch of a warm hand and not the coldness of a computer keyboard. As leaders we have a responsibility not to lose sight of that.

Guideposts are just that – guides. They carry no power to direct, only humans themselves are endowed with the power of choice. Guides can beguile us but ultimately some responsibility rests upon us as leaders to take up the torch and carry it forward toward a better world. The future is an exciting place to contemplate, and well it should be, for we are all going to spend the rest of our life there.

Foresight

Ever noticed things don't always go the way you want? The contract doesn't come through, the report is late, the accountant was wrong 'sorry, you *do* owe money'. Like everything in life you have a choice how you respond to this. With dismay, disappointment, disapproval. Not responses that will help your cause. In fact you could end up feeling worse. I have an idea for you that I must attribute to my fifteen year old daughter Monique. Whenever she receives a disappointment she responds with a nonchalant, nonsensical 'sound' that seems to convey the meaning perfectly. I call it the Monique MMA Difficult to put into writing it is really an elongated M followed by a short, soft A; MMA. Try it, I think you'll be surprised how cathartic it can be.

About the author

Terry has built numerous businesses, he understands how to help people be their best and what it takes to lead a company to success and profitably. He cuts right to the core issues that are important to you and shows your people what works, what doesn't and why. He artfully blends content-rich presentations with an entertaining and motivating style that inspires, motivates and leads people to action. When Terry presents you learn in an enjoyable and fun way while learning practical, immediately

applicable skills that impact your bottom line. Your people will gain a fresh perspective from real-world material for real-world results.

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