

Incites 5: a newsletter for leaders from Terry Power

Welcome to the fifth 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, insight and foresight. Enjoy!

Hindsight

- ✚ **Model desired behaviour.** If you want people to give your respect give them respect, if you want trust then trust those around you if you want honesty be honest, exhibited behaviour begets like behaviour.
- ✚ **Stay in touch.** In a world of Ethernet, cyberspace and email people still appreciate a written card. Keep a few cards ready for different occasions and get in the habit of sending them at the appropriate time.
- ✚ **Take someone out for a coffee.** There are plenty of ways to learn; from books, seminars, CD's, however, these all come along way behind face to face learning. Think of someone who is doing something really well that you would like to learn and offer to take them out for a coffee to chat through how they achieved.
- ✚ **Keep phone messages short.** It is frustrating and annoying to ring someone only to hear a long and tedious message. The caller knows you're not there, they know you'll get back to them (if they think it's important enough) and they don't want to hear your quote of the day. In short, keep your phone message short.

Insight

The Rare Promise

Growing up I was fascinated how easily people broke their promises. Teachers would make promises never kept, parents (usually other's parents) would bribe with promises unfulfilled and friends promises easily made and easily broken. As an adult, things aren't any better. Politicians lie to us, religious leaders give their word, and then forget and business makes promises they never intended to keep. Words, it would seem, are cheap, admonished the author Owen Penny. True enough. There in lay a great opportunity. I have coined the phrase 'The Rare Promise'. This is a concept for ensuring that your word is your bond. At its simplest there are three principles to a rare promise, they are:

1. Make them rarely. This ensures that when you utter the words 'I promise' people will take notice. All too often this phrase is carelessly squandered with no more power than graffiti scribbled on a bus stop. Rarity is one of the key attributes of anything of real value.
2. Make them thoughtfully. Think through the implications of carrying out that promise with all the possible obstacles, impositions, cost and any other ramifications that could occur.
3. Make them happen. This is the key and really it's a no-brainer, bleeding obvious and fundamental to what a promise actually means. Yet, so often ignored. That is, once you've made a promise, do everything humanly possible to make it happen.

All simple stuff: All critical for great results in every area of your life

Foresight

The Rare Promise in action

In my home rare promises are not only encouraged they are mandatory. That is, I encourage (strongly) that my children follow the three rules cited above whenever they think of making a promise. As an example there is one 'rare promise' that my children know to be true. When I tuck the younger ones in bed (I have five children) I make a promise to them, "no matter what you do, no matter how naughty, how wrong I will always love you, you cannot do anything that will stop me loving you". I believe this unconditional love is critical for their self esteem, and demonstrates to them that it's okay to take risks. It also gives them license to tell me anything, no matter how bad it seems to them. If more people bestowed this unconditional love on the really important people in their lives there would be far greater honesty and dare I say it a far pleasanter world in which to live.

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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