

By Bill Guertin

*The 800-Pound Gorilla*

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## *Is There A Leader In You?*

He's not as naturally gifted as some of the athletes on the field, but he's good at what he does, and he hustles on every play.

He works harder than most, because he knows he has to improve to keep up.

He's the one that others turn to for support, for advice, or just to talk.

The confidence and the positive vibe he brings to others make him a valuable member of the team.

Every team needs skills. Not every team has leaders.

Leaders are the ones who come early and stay late, even when they don't have to.

Leaders learn how to do something the right way, and work on that one skill over and over until they get it right, even when no one's watching.

Leaders exude confidence without being boastful. Leaders look you in the eye because they want to, not because they have to. Leaders become natural role models for others, because what they have is what others aspire to.

Leaders start positive word-of-mouth in their ranks, and don't complain when they're chosen for the lesser assignments. They know they'll get their chance, and they work on their fundamentals so that when their time comes, they'll be ready.

Every team needs leaders like this. Whether on the field, in the boardroom, or behind the front sales counter, leaders are needed at every level.

Jack Welch, the former chairman and CEO of General Electric, was very vocal about the need for leadership. "The world of the future," he said, "will not belong to managers or those who make all the numbers dance, or those who know all the business jargon that makes them sound smart. The world will belong to passionate, driven leaders – people who not only have an enormous amount of energy but who can energize whom they lead."

Wherever you work, whatever your title, there's a need for a leader right now. Can you see the opportunity that's right in front of you?

The project that needs doing. The extra effort that's needed to complete a task that no one has claimed. A co-worker that's overwhelmed with life. The manager that's in desperate need of a team that works together. Do you see who needs help around you?

So many people give up on their workplace, thinking the situation is hopeless. The manager doesn't like me. They only promote men in this company. I don't have the right wardrobe. That's the way it's always been done.

The only answer they see is to run. To run away to another opportunity with the same set of mental restrictions they placed on themselves at their former job.

There's an opportunity waiting for you right now. And it's right in front of you.

My son, Kyle, is the ballplayer I described above. At 16, he gets it. He understands that opportunities come more naturally to those who are willing to put in the time, the sweat, and the effort. He understands that the system isn't perfect or automatic, but it favors those who bring their very best each day.

If you're a manager or supervisor, be sure to show your employees how important they are. They are your customers. Make it possible for them to be proud of their achievements. Celebrate their successes, and recognize them for a job well done.

If you're a front-line team member, be on the lookout for things that need improvement, and improve them. Take the initiative on a project before being asked. Do a little more than you're paid to do. Bring more value, more energy, and more enthusiasm to the job you do, and the law of attraction will be in your favor.

The attitude you bring to the work you do can be as important as the job you perform.

Albert Einstein had a sign hanging in his office at Princeton University that read, "Not everything that is important can be counted, and not everything that can be counted is important." A leadership attitude is extremely important but difficult to measure, and good things happen naturally to those who bring leadership to whatever it is they do.

Is there leadership in you?

*Bill Guertin is Chief Enthusiasm Officer of The 800-Pound Gorilla, a training and business development firm in Bourbonnais specializing in sales performance, customer service, and marketing. He can be reached at [bill@The800PoundGorilla.com](mailto:bill@The800PoundGorilla.com), or at (815) 932-5878.*