FRONT COVER:

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Foreword

There are many traits that should be evident in a good leader. Being a good leader should ideally mean a person who has a vision and is prepared to steer those working with him or her into focusing on and achieving the same said vision together effectively and efficiently. We show you how.

Leader Legend

Be A Legendary Network Marketing Leader

Chapter 1:

Leader Basics

Synopsis

The following are just some of the traits that should be visible in a good leader.

The Basics

Good leaders lead. Being a good leader does not necessarily mean one has to own the business in order to steer it in a successful manner. It simply means that the direction of the company or project would entail having someone with a clear vision of how the goals are to be achieved to the best of everyone's abilities and to the benefit of the company.

Good leaders listen. Listening is a vital tool that many fail to place importance on. Having the ability to really listen to clients and co workers alike will facilitate better decision making and thus produce better results.

Good leaders are available. This does not mean that the leader has to hold everyone's hand every step of the way through the project but effectively meaning to be there and ready to jump in and help when things stagnate.

This is especially important when the others involved are frustrated or discouraged, thus having someone always ready to get back on track will be a good motivating tool.

Good leaders prioritize and organize. These are good principals to live by whether in the work place or in one's personal life. Being able to strike a good balance and show this to others around will help everyone cope with the pressures of personal and work life.

Life is stressful enough in today's world and most people don't know how to prioritize or organize and are usually juggling too many different things at any given time. This can cause serious repercussions and even a burn out.

Chapter 2:

Learn How To Remain Committed

Synopsis

Most people who start out setting goals for themselves or for the team they are leading start out on an ecstatic note. However in most cases this soon takes a turn towards a downward spiral fall when they realize setting goals and the work involved to reaching the said goals are two very different and often very difficult things to do. Therefore the element of commitment is a very important ingredient to not only have in the mix but to also exercise constantly.

Stick To It

After the initial short burst of energy and enthusiasm, the commitment element is what is going to see the leader and the other team members to success. The following are some recommendations in the direction to stay focus and committed:
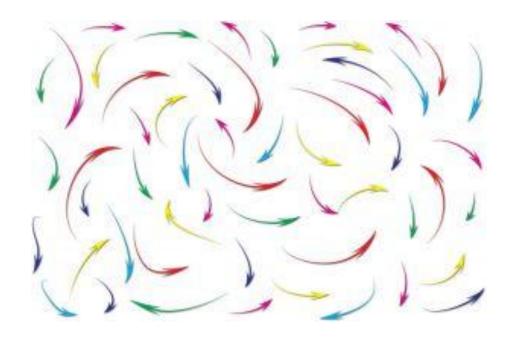
Though it may a little unusual to some, creating a mantra for the team whereby the focus is clearly on the end goal is a good starting point.

This mantra will help everyone involved keep the goal foremost in their mind both visually and mentally. The emotional connection with the goal is a very powerful tool to tap into to ensure the vision is kept alive and vital.

Another way of initiating commitment is by creating a ritual or routine that is designed with the end goal in mind. This routine will enable those involved to be constantly aware of the goal and enhance the working mechanisms towards it.

The routine should ideally be designed to fit around or include every aspect of the individual's life to help limit or even eradicate any of the stress levels that might become evident because of the commitment.

Making plans that are connected to the time after the goal is reached is also a successful way to ensure there is enough commitment from all parties to see the goal successfully reached.

Most people fail to plan this part thoroughly and so there is no real sense of urgency that will subconsciously help to keep the commitment alive and relevant.
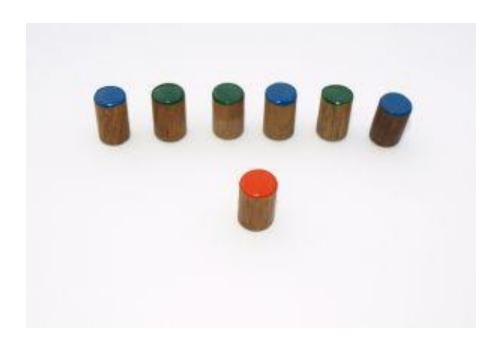
Chapter 3:

Protect Your Team From Distractions

Synopsis

Working as a team on anything can be a very enjoyable and often time flies without anyone realizing where the time has gone. This is good and bad. Good because everyone is comfortable working together and bad because sometimes the quality of the work is effected or substandard.

Keep Them Focused

The main contributing reason for this popular problem lies in the distractions that often take the attention of those working on the project or as a team.

These distractions can take the form of gossip, arguments, social calendar planning, discussion that don't focus on work and many more things that have little or nothing to do with the work or project the team is supposed to be working on. The following are some very practical ways to minimize these distractions from becoming the focal point of everyone's day:

- Once team discussion sessions relevant to the projects are over, try keeping further unnecessary interaction from taking up one's time by returning to the assigned work station and put on a set of earphones. Research has shown that for some strange reason most people will instinctively avoid disturbing anyone wearing head phones. This will effectively eliminate any unwanted interaction that will cause unnecessary distractions.

- Providing a comfortable working area for the team or individual to work in is important but having a lot of comfortable furniture that will encourage others to linger within the space will interfere in the immediate commencement of work thus contributing to distractions.

- If there is a need to interact with others during the working hours, keep the conversation always work centered. Keeping these sessions short and to the point by performing other task while the conversation is going on, will help to eliminate the urge to introduce other non connective topics into the conversation, thus causing everyone to sink into a comfortable chatty state. It will also signify to the other party that the individual is busy and not interested in indulging in idle chatter.

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