

Achieving Results

How simple skills add up to effective leadership



Who is in the room? How is work going?







- <https://www.menti.com/alo9tofbwc3c>



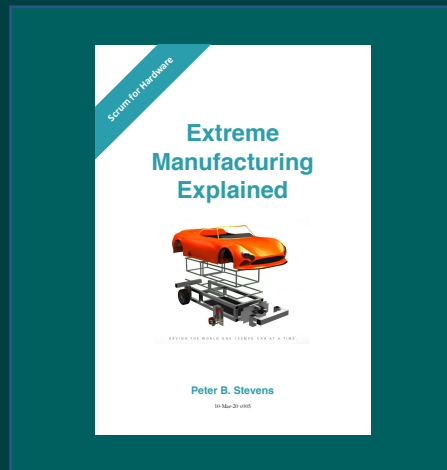
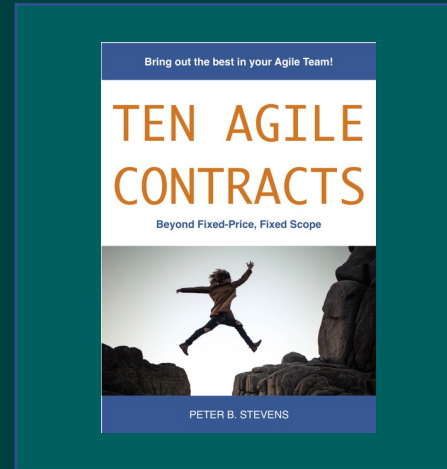
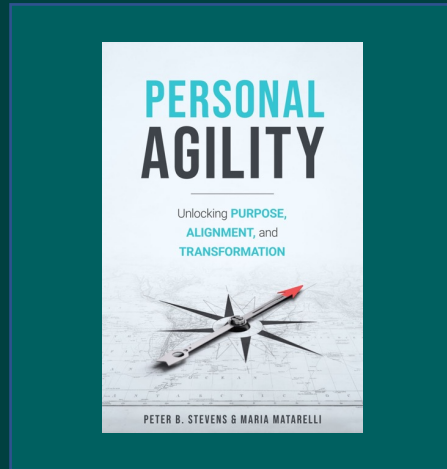
Companies come to me to get their initiatives moving

Contact me for:

 Leadership	 Responsiveness
 Agility	 Alignment



Ask me about:



www.saat-network.ch



Let's look at the results



- <https://www.menti.com/alo9tofbwc3c>



What is an effective company?



Internal view

- Purpose is clear
- Leaders aligned
- People can focus
- Issues get resolved
- People can accomplish their objectives
- People are happy to be there

External View

- Responsive to customer needs
- Access to customers
- Brings out new products and services frequently...
 - to hungry markets
 - that work reliably
- Have an impact

What is the purpose of leadership?



**Enable people to
achieve long-term goals together**



**Enable people to
respond effectively to change together**



It all about alignment



Putting it together: How Agility enables and requires leadership

Interactions: Aligning action with purpose with others

Individuals: Aligning action with purpose for yourself

It all about alignment



Putting it together: How Agility enables and requires leadership

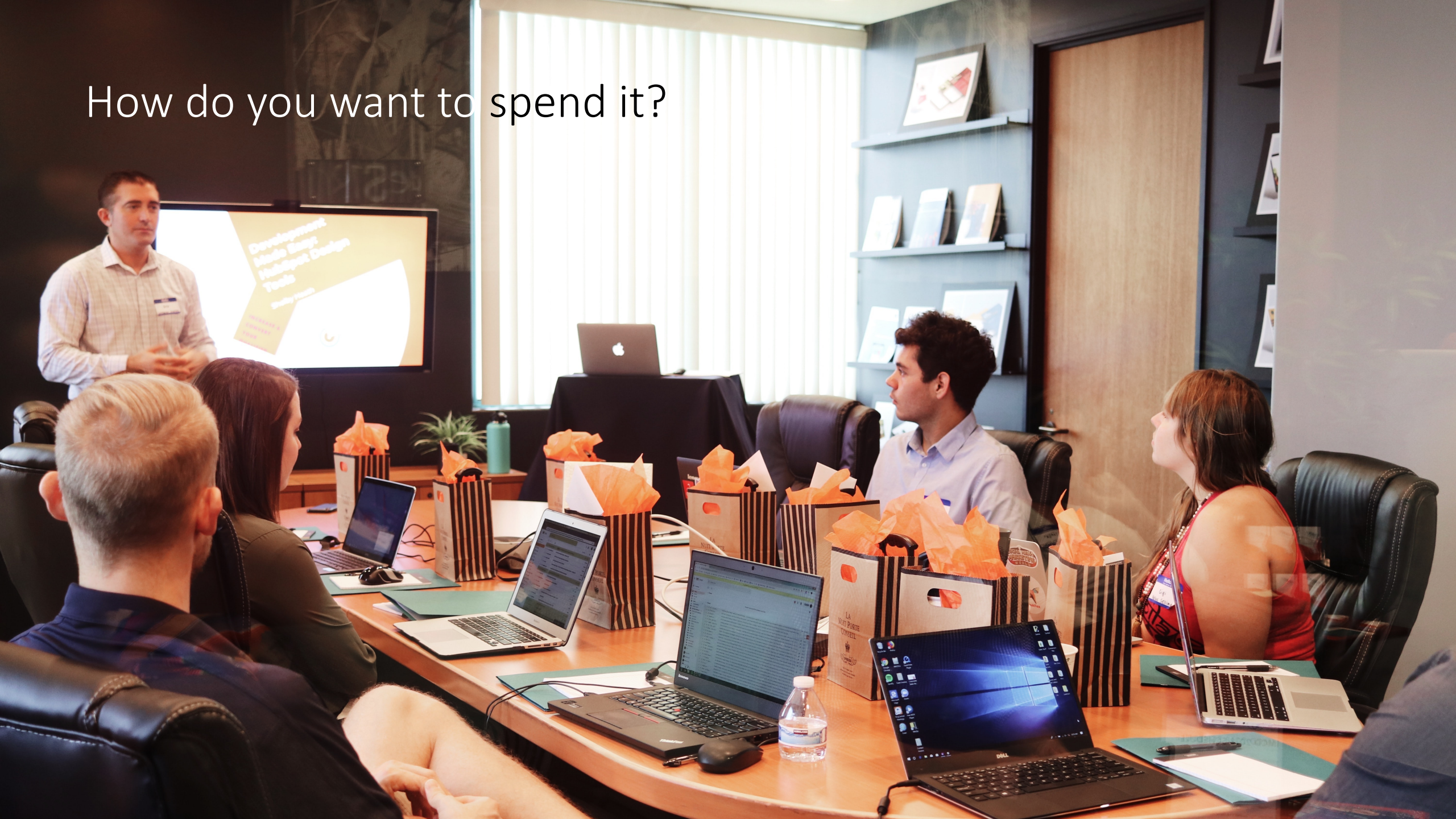
Interactions: Aligning action with purpose with others

Individuals: Aligning action with purpose for yourself



Time is your most
precious currency

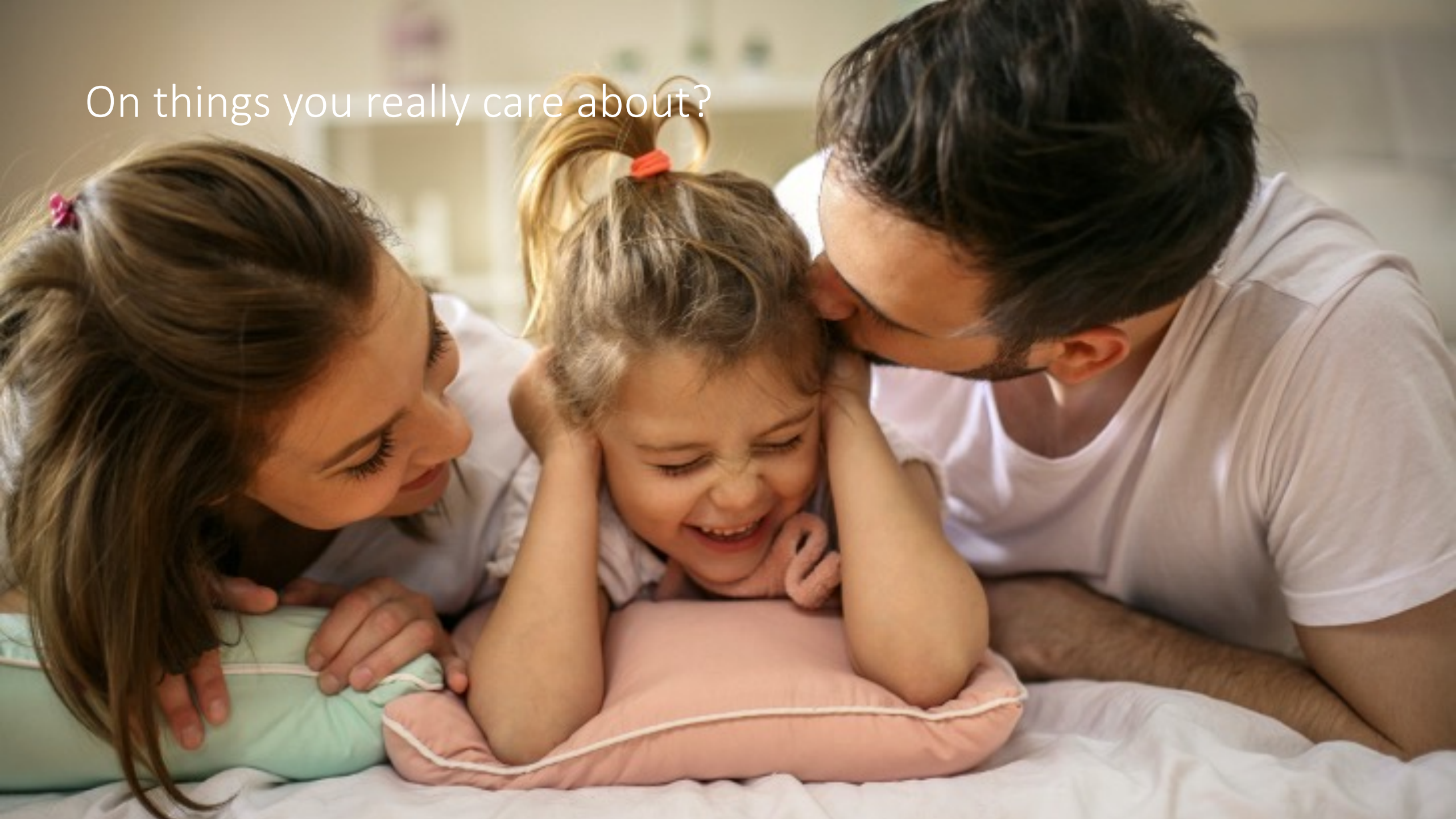
How do you want to spend it?



What if you could spend more time...



On things you really care about?



Life is an ocean... and it's your boat!



What really matters?

Where am I?



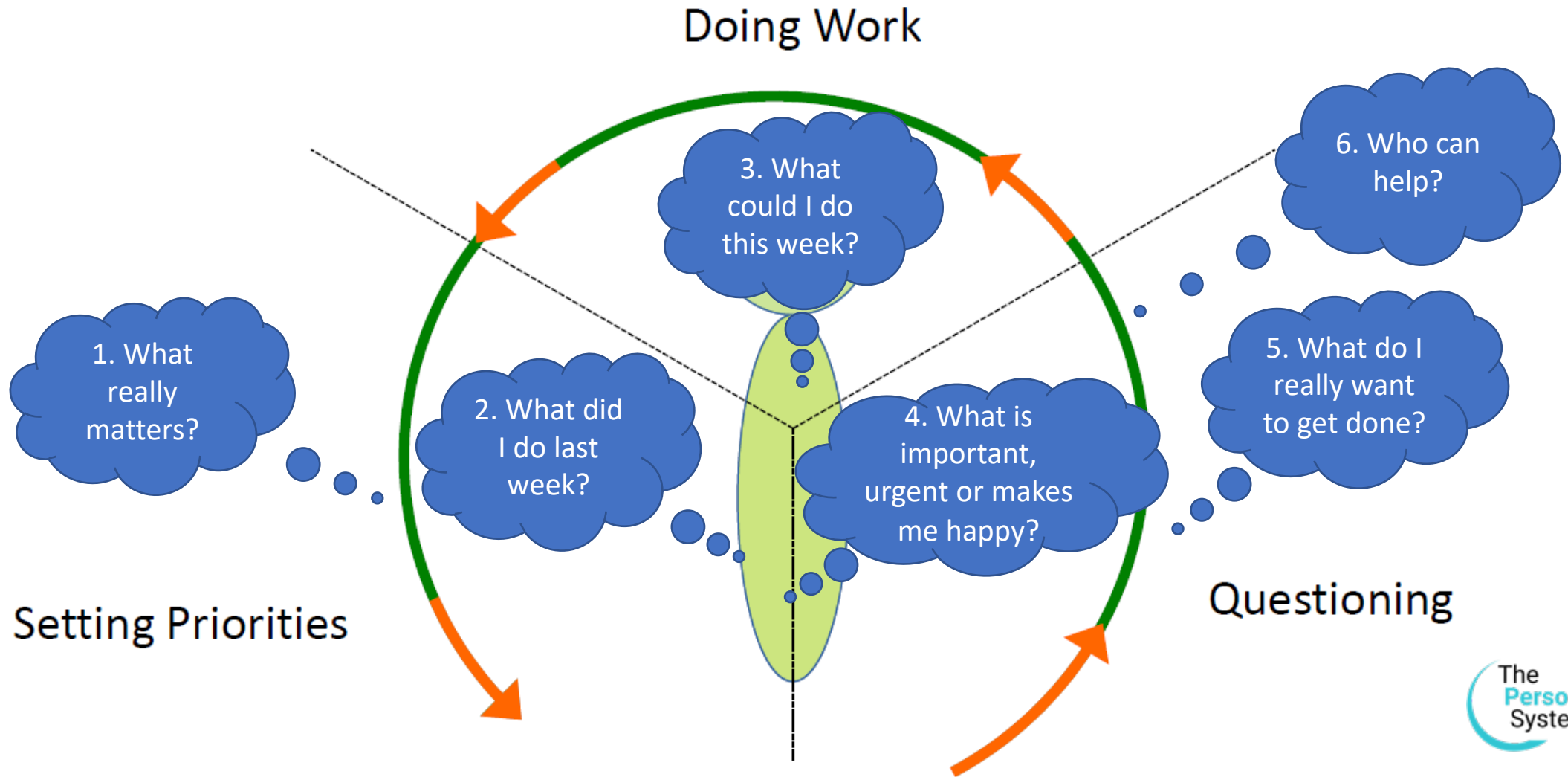
Where am going?



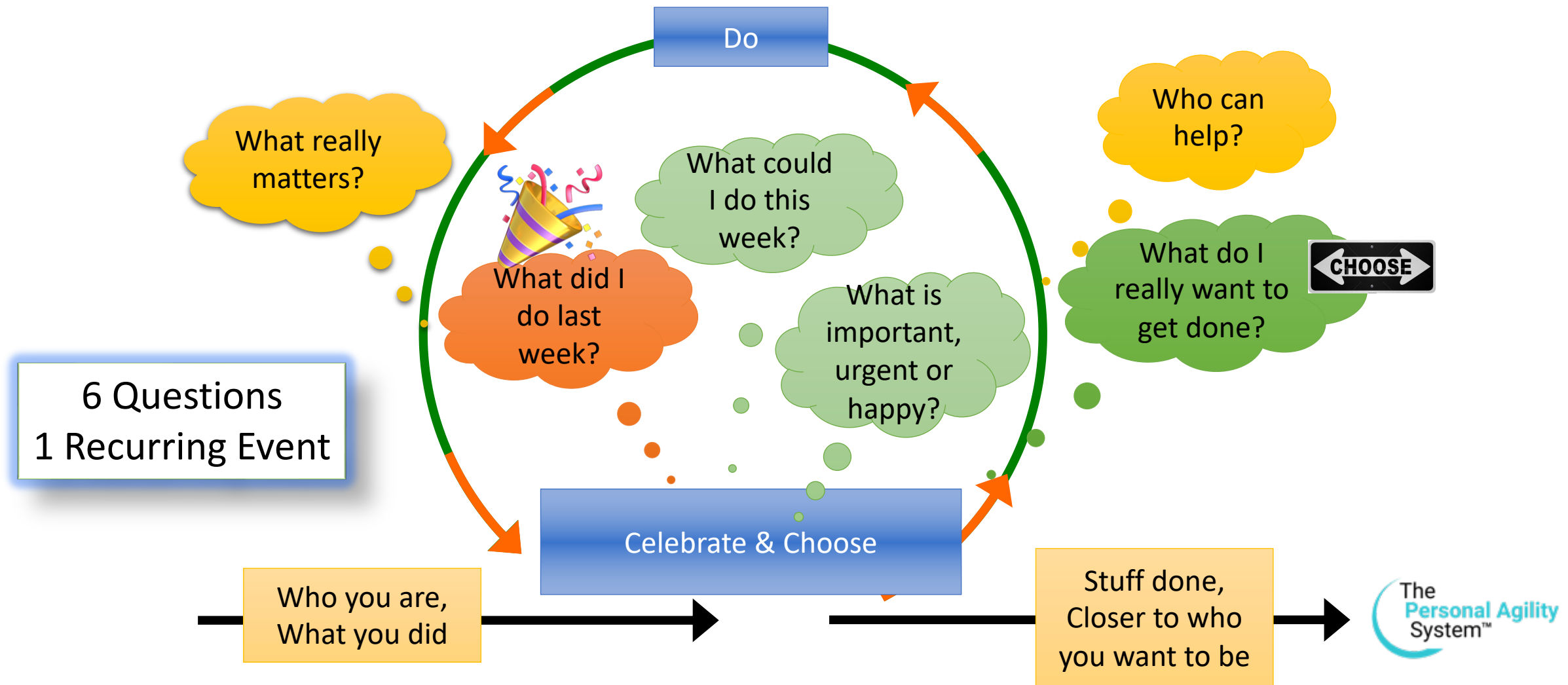
Where do I want to go?



Six questions to change your life (or anything else)



We call this The Personal Agility System



... and the Personal Agility System's tools

Forces Map

What Really Matters

- Health and Fitness: Health and Fitness
- DJing: DJing
- Sustainable Business: Sustainable Business

Health & Fitness

- Health and Fitness: Goal: Lose 10 lbs
- Health and Fitness: Learn about healthy food
- Health and Fitness: Plan my fitness program
- Health and Fitness: Schedule a check up
- Health and Fitness: Go jogging 3x per week
- Health and Fitness: Avoid carbohydrates
- Health and Fitness: Go to bed by 10pm

DJing

- DJing: DJ a beach club in Lisbon, Portugal
- DJing: DJ at Voodoo Lounge in South Beach, Miami
- DJing: Attend the DJ Collective in Scottsdale, AZ
- DJing: DJ Nic's Birthday Roast
- DJing: Practice Scratching
- DJing: DJ at the Canopy rooftop lounge

Sustainable Business

- Sustainable Business: Create automated marketing funnel
- Sustainable Business: Solidify a strategic partnership
- Sustainable Business: Install AI sales system Woosender
- Sustainable Business: Follow up with previous clients
- Sustainable Business: Call 10 people each day for prospecting
- Sustainable Business: Launch an evergreen webinar

Priorities Map

Possibilities

- Health and Fitness: Run on the Beach
- Health and Fitness: Locate a gym in Milwaukee
- Health and Fitness: Track sleep on Fitbit with target of 8 hours per night
- DJing: Upgrade Gear to a DDJ-SZ2 Controller
- DJing: Put together new mix
- DJing: DJ at Formula One Grand Prix in Miami
- Sustainable Business

Urgent

- Health and Fitness: Set up Fitbit
- Sustainable Business: Find a trainer available to lead a class in New York so I can focus on scaling my business
- Sustainable Business: Launch online training program

This Week

- Health and Fitness: Sleep before midnight
- DJing: Update Electronic Press Kit

Today

- Sustainable Business: Create proposal for new client

Personal Agility Opens Doors



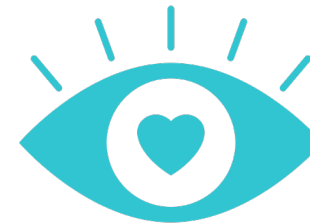
Purpose



Navigation



Cadence



Visualization



Dialogue

Personal Agility has been proven through case studies from around the world



Tuhan Sapumanage

BSc (Hons) Computing (UK) Colombo, Sri Lanka



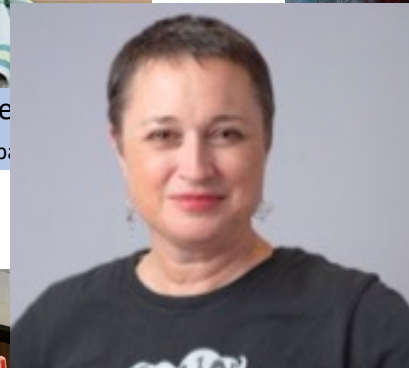
Cory Schroeder

Entrepreneur | Tampa, FL



Shweta Jaiswal

Entrepreneur | Gurgaon, India



Lyssa Adkins

Agile Coach



Ben Sever

CEO | Tampa, FL



Sharon Guerin

"The Culinary Queen" Palm Harbor, Florida USA



Hugo Lourenco

Entrepreneur & Consultant | Lisbon, Portugal



It all about alignment

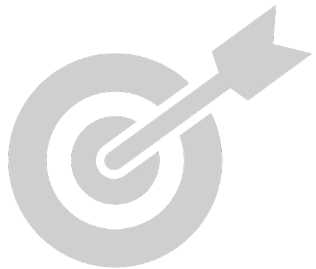


Putting it together: How Agility enables and requires leadership

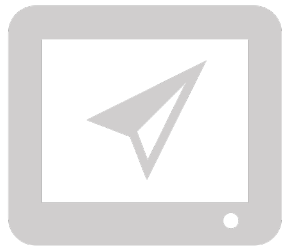
Interactions: Aligning action with purpose with others

Individuals: Aligning action with purpose for yourself

Dialogue is the essential skill for creating alignment



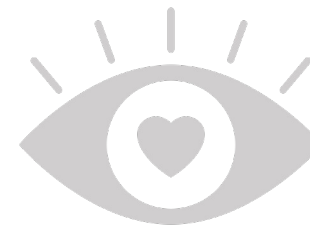
Purpose



Navigation



Cadence



Visualization



Dialogue


Empathy is the first step toward achieving alignment



Empathy

- I listen to you
- You listen to me
- We care about what the other person is saying

Eight questions to build empathy with any stakeholder

- 
1. Who are you? (What do you do?)
 2. Why are we here? What are we trying to accomplish?
 3. What is making this hard?
 4. What are you concerned about? (Fears)
 5. What frustrates you? (Emotions and Landmines)
 6. What would be an optimal outcome? (Definition of Awesome)
 7. How can I help?
 8. What's next?

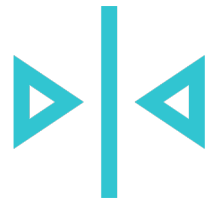
Empathy is the first step in the alignment process



The Personal Agility System Alignment Process takes you a place of high knowledge and high trust



Empathy



Bilateral Alignment



Multilateral Alignment

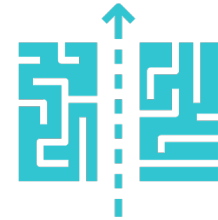
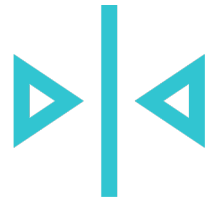


Shared Purpose



Decisiveness

Personal Agility: Lead Yourself, Lead Others



The Personal Agility Alignment Process – create alignment on what really matters



The Personal Agility System – act on what really matters

It all about alignment



Putting it together: How Agility enables and requires leadership

Interactions: Aligning action with purpose with others

Individuals: Aligning action with purpose for yourself

Reminder: Leadership is...



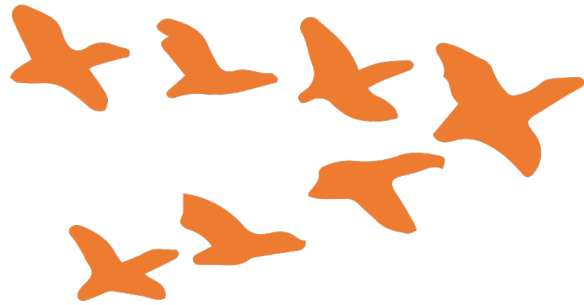
**Enable people to
achieve long-term goals together**



**Enable people to
respond effectively to change together**



Alignment is hard to achieve in organizations



OCT 16, 2012 @ 03:50 PM 57,798 👁

Strategy 101: It's All About Alignment



Larry Myler, CONTRIBUTOR

I write about B2B sales strategies. [FULL BIO](#) ▾

Opinions expressed by Forbes Contributors are their own.

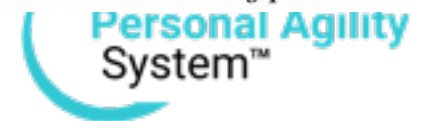
65% of organizations have an agreed-upon strategy.

14% of employees understand the organization's strategy.

Less than 10% of all organizations successfully execute the strategy.



ALIGNMENT is the missing piece.



Larry Myler in Forbes.com

Conventional Approaches to Leadership



Directive Command and Control
accomplish simple tasks



HQ

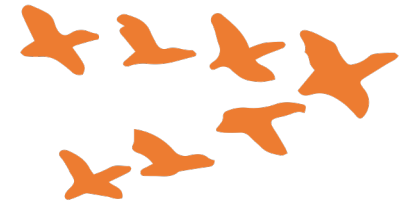


Micro-management
turns leadership into
a bottleneck

Mission Command
respond to complex situations

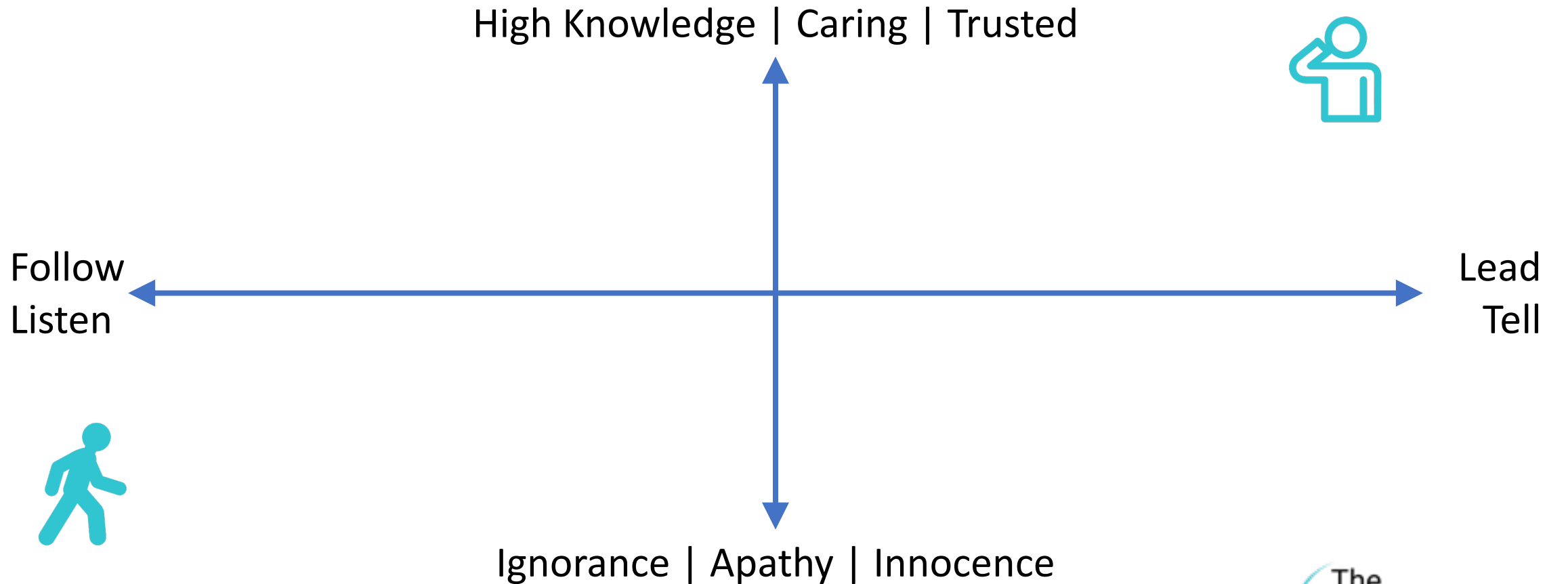


What Really
Matters

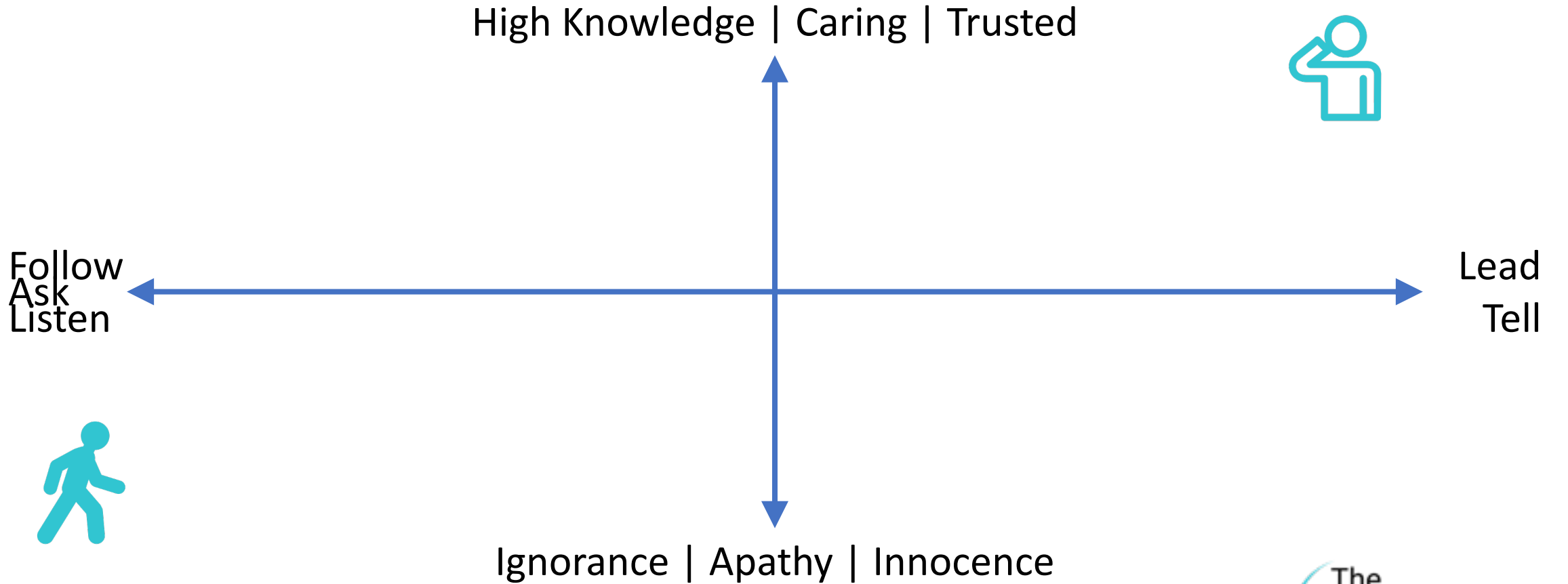


Aligned
Purpose

Can my staff really do that? The Knowledge Problem



Reframe The Knowledge Problem...



...to enable a culture of dialogue, independent thinking, and leadership



High Knowledge | Caring | Trusted



Ask



Lead
Tell



Ignorance | Apathy | Innocence

Personal Agility offers a path to take away fear



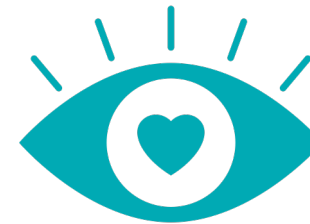
Purpose



Navigation



Cadence



Visualization



Dialogue

One more thing...

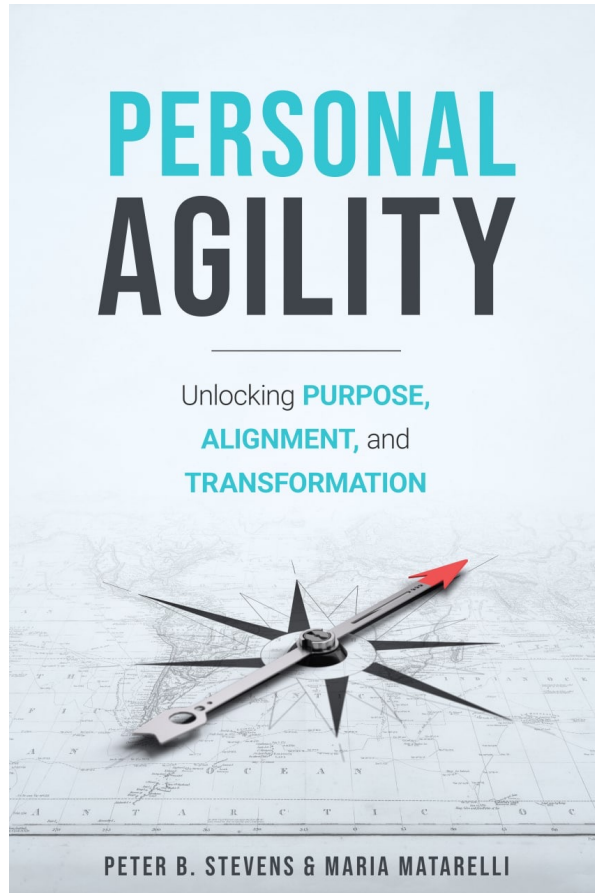


Putting it together: How Agility enables and requires leadership

Interactions: Aligning action with purpose with others

Individuals: Aligning action with purpose for yourself

Get the book!



- <https://www.amazon.com/dp/B0BHWMM9VKK>
- Now under \$10



PAS Leadership Development Program



- 3 Modules / 6 Months
 - Lead Yourself
 - Lead Others
 - Transfer -> Apply in real life

Special Price for the first 10 Participants



- 3 Modules / 6 Months
 - Lead Yourself
 - Lead Others
 - Transfer -> Apply in real life
- ~~CHF 1490~~ **CHF 990.-**
- saat-network.ch/pas

Agility means hope

