



We develop leaders



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### Two Ways Leaders Get to the Top

by Phil Van Hooser



Most people who've known me for a long while know that I've been driven to excel in almost everything I do. Note I didn't say that I actually excel in everything I do; I said I've been driven to excel in almost everything I do. As a young boy I took to heart my father's advice: "Anything worth doing is worth doing right."

As I began the task of setting professional goals for myself, then creating specific plans to achieve those goals, I began to realize that my quest for goal achievement would inevitably intersect with others doing the same. What then?

From my thirty-plus year study of leaders - good and bad - I've discovered there are multiple routes that can lead to personal leadership achievement. The first approach may be hard for some to accept initially. Frankly, it was for me. While still young and naive, I found it hard to believe that individuals could actually rise through an organization and arrive at the top by intentionally, methodically climbing over others, holding others back and un-apologetically promoting themselves and their own personal agendas over others.

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**Thu., June 13 at 12noon CST**

**Phil Van Hooser**, author and professional speaker, will join Joe and Mary to discuss the ground rules for essential leadership.

[Click here to register](#) for this free call and dial-in information will be sent to you.

### Leadership starts with common sense

By Joe Scarlett



Leadership is not complicated but it is hard work. It is also about working smart and begins with a liberal application of common sense. Let's start with a discussion of a few basic practices of effectively leading people:

1. Set direction – Everyone wants to know where the ship is headed so don't keep it a secret. Explain as much as you can and more often than you think is necessary. Repetition is important – the experts say people remember only a small portion of what they hear so repeating the message is essential to building a clear understanding of the goals of your business unit.
2. Engage – Everyone wants to be part of something so engage your people in as much as you can. When your team participates in the planning process they will more clearly understand everything plus they will be in a position to make suggestions that could have enormous positive impact on the level of accomplishment. [Read more...](#)

*"The three great essentials to achieve anything are Hard Work, Common Sense, and stick-to-itiveness." - Thomas Edison*



#### Recommended Reading:

[Leaders Ought to Know: 11 ground rules for common sense leadership](#) by Phil Van Hooser

[Byron Wien's 12 Lessons Learned](#), article in Business Insider

