



All Material Copyright 2019
David Uhl
Pinnacle Leadership Development Solutions
And by published owners

1



PAR REGIONAL TRAINING

April 2019

LEADERSHIP

2



3



4



PAR REGIONAL TRAINING

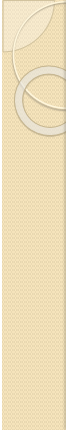
Why are you here and
What do you want to get out of
today?

5



DEFINE LEADERSHIP

6



Leadership is...



INFLUENCE

7



Leadership is...



- A process, not a position.
- Not management
- Deals with people and dynamics
- Always moving forward
- NOT ABOUT A POSITION

8



Positional Leadership (rights)

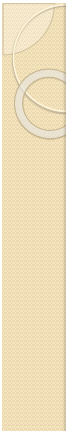


9



Permission (relationship)
Position (rights)

10



Production (results)
Permission (relationship)
Position (rights)

11



- Momentum Makers (positive)
- Momentum Takers (neutral)
- Momentum Breakers (negative)

12



Leaders...

KNOW THE WAY
GO THE WAY
SHOW THE WAY

13



People Development (reproduction)
Production (results)
Permission (relationship)
Position (rights)

14



Pinnacle (Respect)
People Development (reproduction)
Production (results)
Permission (relationship)
Position (rights)

15



We manage projects
We lead people

16

When people feel
they are being
managed like a
project, they will
comply out of
obligation

17

When people feel
they are being **led**,
they will follow you
because you **inspire**
them

18



Good leaders have
followers

19



Develop yourself
=
Personal Growth

20



Develop a team
=
Organizational
Growth

21



Develop leaders
=
Explosive and
sustainable
Organizational
Growth and Success

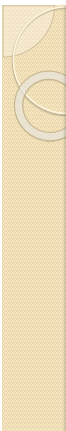
22



Leaders Know How
to:

COMMUNICATE

23



Leaders Know How
to:

INSPIRE THE TEAM

24



Leaders Know How
to:

**LEAD EFFECTIVE
CHANGE**

25



Leaders Know How
to:

**TAKE PERSONAL
ACCOUNTABILITY**

26



The Law of the LID

**Your leadership ability
determines your level
of effectiveness**

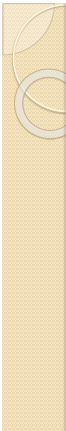
27



The Law of the NAVIGATION

Anyone can steer the ship,
but it takes a leader to
chart the course

28



The Law of the PICTURE

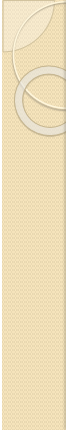
People do what people see.

29



The Law of the LID Leadership Evaluation

30



Reflection

- Think about the position in which you feel you are the leader
 - What is your number?
 - What level are you now?

- What is your next step to move your leadership lid up and move to the next level?

31



- Citations
 - 5 Levels of Leadership (Maxwell)
 - 21 Irrefutable Laws of Leadership (Maxwell)

32



Can I Help You Further???

David Uhl, PhD
 Certified Trainer (DISC)
 Speaker & Coach
 740-412-3957
davidauhl@gmail.com



33