



### **Eight Leadership Questions**

**1. What matters most?** There's no right or wrong answer to this question. And really this is not a question; it should be a focus for your life. You should always ask yourself "what matters most" and if that is your focus you will never get off course.

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**2. What is one problem that I can turn into an opportunity?** This is just a matter of how you think. Positive people think about problems as opportunities and negative people the opposite. Successful people are more positive. Think about past successes and figure out how to apply those skills to the issue at hand. You grow by building on strengths, not "fixing" weaknesses.

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**3. What new relationships will I pursue?** New opportunities come from new relationships. Seek out opportunities where there is potential for mutual benefit, not just "what's in it for me?" Remember that even in these days of social media, significant relationships begin with real dialogue, not a tweet.

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**4. How will I be more strategic?** Planning isn't an event, it's an ongoing discipline. Get serious about setting a direction, always starting with a big picture view of the possibilities. Writing down your goals will help with this. If your goals are not written you have no goals.

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**5. How can I make smart decisions?** Do not overanalyze. We waste too much time thinking when we should be acting. Slow down your thinking during the planning process so you can make faster and better decisions later.

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**6. What leadership skill should I get better at?** Your personal effectiveness impacts your success. Pick the leadership skill that most needs your attention. Whether it be listening, coaching, problem solving, etc., you must commit to improvement. Small changes can make a tremendous difference.

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**7. How will I recognize success?** You won't know if you are on the right path if you haven't first determined key indicators. Not all measures of success are quantitative, so also consider how you'll know when a result 'feels right.'

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**8. What is my biggest fear, and how will I face it?** Own your fear before it owns you, and decide how you'll confront it.

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