

# Turbo Leadership Systems™

# The **TURBO** Charger

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To our clients and friends

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## Foundation of Leadership



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*You matter -  
you count.  
Others are  
counting on  
you!*

The most important quality of leadership, the one quality for which you want to be known, is extraordinary performance that results in extraordinary results. Your results then serve as an inspiration to others to perform at equally exceptional levels. People ascribe leadership to those they feel can most enable them to achieve their important goals and objectives.

We develop great perceptions of those we can count on to help us achieve what is important to us. People who make great sales, or who establish admirable sales records, develop influence in the minds and hearts of their coworkers and superiors. They are spoken about in the most positive way.

Leaders who are responsible for companies or departments that achieve high levels of profitability also develop charisma. They develop what is called the “halo effect.” they are perceived by others to be extraordinary leaders who are capable of great things. Their shortcomings are often overlooked, while their strong points are overemphasized. They become charismatic.

Charisma actually comes from working on yourself. It comes from liking and accepting yourself unconditionally as you do and say the specific things that develop within you a powerful, charismatic personality.

When you set clear goals and become determined and purposeful, backing those goals with unshakable self-confidence, you develop charisma. When you are enthusiastic and excited about what you are doing, when you are totally committed to achieving something worthwhile, you radiate charisma. When you take the time to study and become an expert at what you do, and then prepare thoroughly for any opportunity to use your knowledge, skill or experience, the perception that others have of you goes

straight up.

When you take complete responsibility and accept ownership without making excuses or blaming others, you experience a sense of control that leads to the personal power that is the foundation of charisma. When you look like a winner in every respect, when you have the kind of external image that others admire, you build your charisma. When you develop your character by setting high standards and then disciplining yourself to live consistently with the highest principles you know, you become the kind of person who is admired and respected everywhere. You become the kind of leader who radiates charisma to others.

Finally, when you concentrate your energies on achieving the results that you have been hired to accomplish, the results that others expect of you, you develop the reputation for performance and achievement that inevitably leads to the perception of charisma.

You can develop the kind of charisma that opens doors for you by going to work on yourself consistently and persistently, and becoming the kind of person everyone can admire and look up to. That’s what charisma is all about.

Here are two things you can do immediately to put these ideas into actions:

First, ask yourself every day, “What is the one thing that I and only I can do, that if done well, will make a real difference to my company?” Whatever your answer, go to work on that.

Second, decide upon the most important results you can get for your company and make sure that you and everyone else is working on those results every hour of every day. ###

Please forward this Turbo Charger to friends, co-workers, or customers who can use a charge.

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