

# ESSENTIAL....ESSENTIALS

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Powered by GAMA INTERNATIONAL  
LEADERSHIP TO OUTPERFORM



# We Feel Responsible

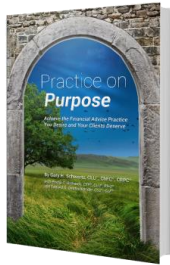
- Family
- Staff
- Corporate Office Clients
- Stakeholders



# Solutions to Outperform

## PRODUCTS

PRACTICE ON PURPOSE



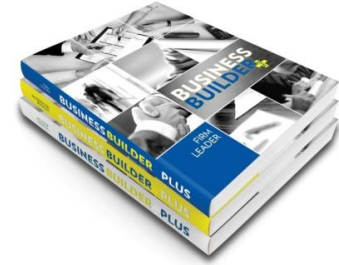
LAMP CLASSICS DVD



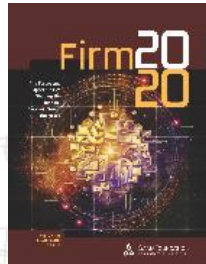
ATTRACTING THE RIGHT PEOPLE



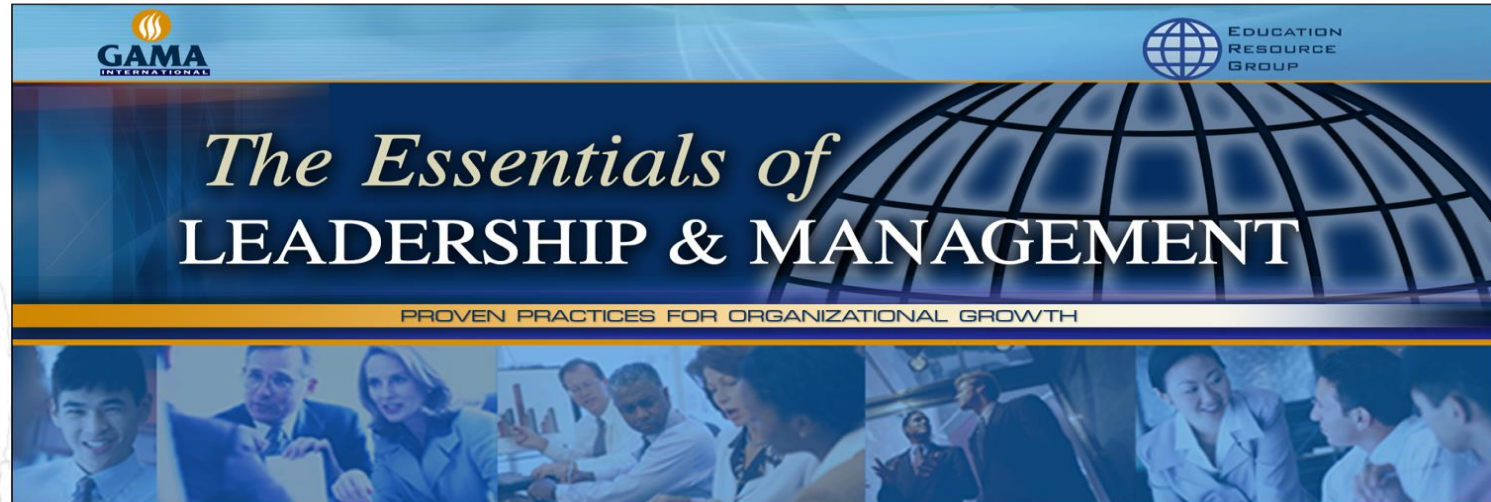
BUSINESS BUILDER PLUS



## PROGRAMS



# Leadership To Outperform



# Leadership To Outperform

## The Essential Elements of LEADERSHIP & MANAGEMENT

### Part 1

- Leadership
- Vision
- Values



# Leadership To Outperform

## The Essential Elements of LEADERSHIP & MANAGEMENT

### Part 2

- Recruiting
- Selection
- Retention

# Leadership To Outperform

## The Essential Elements of LEADERSHIP & MANAGEMENT

### Part 3

- Training
- Supervision
- Accountability



# Leadership To Outperform

## The Essential Elements of LEADERSHIP & MANAGEMENT

### Part 4

- Personal Development
- Goals

# Leadership To Outperform

## The Essential Elements of LEADERSHIP & MANAGEMENT

### Part 5

- The Business Plan
  - Homework - Pre and Post
  - 10 Year Plan

# Don't let the *WAY* limit the *WHAT*

*Aha!*

- De-skill
- Seat on the Bus
- Specialists and Faculty
- Points
- Sharing
- Leading and Managing

# De-skill (share and learn)

## Office Administration

- Staff. Only 3 layers away.
  - Who's job is it?
- 

## Advisors

- Shared Staff
  - Face to Face
- 

## Leadership Team

- Joint Work
- Selection

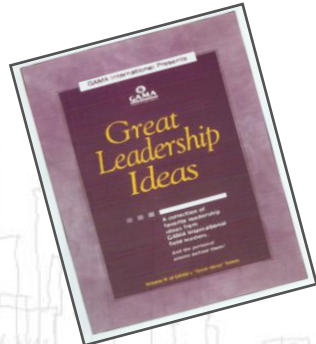
# Seat on the Bus



- Partnership
- Teamwork
- Collective Experience

# Specialists and Faculty

“Teaching others to Teach”



“Always Room for Managers”



# Points

**30 Points per week**

- 1/2 point per referral
- 1 point per sale
- 1 point per face-to-face meeting

**Daily focus meeting**

- Activity manager
- The week ends on Friday

# Sharing

- Share a lot!
- Keep it simple
- Say it often
- Burn it in

# Managers and Leaders:

- Control
- Influence
- Positive attitude
- Say YES a lot
- Find the CAN in Can't



Be a **Strong** manager  
and an **Exceptional** leader!



Thank You  
***GAMA International*** for



and  
***Thank You!***

# Essential.... Essentials

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