

Leadership Secrets Whispered By Horses: How to Create Better Followers



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How To Create Better Followers

April 26 and April 30, 2009

6:00 PM, Mountain Daylight Time

Teleseminar Dial-In Details

<i>Date</i>	<i>Sunday, April 26, 2009</i>
<i>Starts</i>	<i>6:00 PM Mountain Time</i> (8:00 EDT, 7:00 CDT, 5:00 PDT)
<i>Phone</i>	<i>719-313-5790</i>
<i>Pass Code</i>	<i>248710#</i>

Print this Guide so that you can take notes during the call.

Leadership Secrets Whispered By Horses: How to Create Better Followers

I want to help you be a better leader.



**I want to show you how to motivate the people you
are leading so they WANT to follow.**



**I will use the particular metaphor of horses to illustrate
universal lessons.**

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Why horses?

Horses crave

Horses are animals.

Their primary protection is to first and later

Their eyes are on the of their head.

Their eyes are a long ways from their so they can see a long ways while they eat.

Horses need to be aware of their and possible

Horse will look to humans for

The first question a horse will ask a person is: Will you keep me ?

If you can convince a horse that you can be an and leader, he will do anything he can to work

with you.

Humans are .

In order to interact with a horse, we need to see the world .

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The secret: People want what horses want

They want to be .

They want to be and .

Most people want to be .

Steps to being a better leader

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

We will cover steps 1-4 in Sunday's seminar and 5-8 in Thursday's seminar.

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1. Take Responsibility

I used to think that my horse was stupid or obstinate

But, I was

1. _____
2. _____
3. _____
4. _____

"To err is human. To blame the horse is even more human" – Pat Parelli

Questions to ask if the people who are following you are not performing up to your expectations:

1. _____
2. _____
3. _____
4. _____

These are the questions I start with. What are the questions you would ask?

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2. Give them an "A"

the horse wants to perform and act accordingly.

If he doesn't, say ""

3. Lead by Asking Questions

1. _____

2. _____

3. _____

4. _____

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4. Focus on your followers not the task

If you are frustrated with your employees for not getting the job done, shift your focus from the to the .

Find out what you need to do to help that person get the job done so that you don't .

The in the person is worth it.

Come back on Thursday, April 30 for the next four lessons.

(We might have a bonus lesson, too.)