

WHAT GREAT LEADERS DO
A Leadership Tune-up

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Things that _____ Leaders do:

LISTEN

“Hearing is the sense that allows you to listen to your world. It is the sense that perceives and discriminates between sounds. Listening is the process of making sense out of these signals and translating them into meaning.

-Rebecca Shafir
The Zen of Listening

Great Leaders understand that people feel _____ when you listen to them.

Mindful listening develops _____. Trust does not develop when one of the parties merely acts like he/she is listening.

Great Leaders _____ input from others on all levels – this makes people feel _____ and valued. They feel that they have something _____ in the product or company.

“To encourage loyalty, creative input and positive attitudes, we need to listen to everyone with courtesy and respect. Every person by virtue of sheer life experience has valuable insight to share.”

-Rebecca Shafir
The Zen of Listening

Great Leaders are always _____ to suggestions.
(Suggestion box)

When making decisions, Great Leaders:

1. Listen to their _____
2. Gather as much _____ as possible
3. Make a _____

ENERGIZE

Great Leaders energize others through their _____
and _____.

Great Leaders _____ people to _____.

What are you passionate about? Show it!

“Vision does not ignite growth, passion does. Passion fuels vision and vision is the focus of passion. Leaders who are passionate will create vision and fulfill it.”

-Ken Hemphill

Great Leaders create a _____, then energize and inspire others to see this vision through a sincere passion.

Passion is the great energizer.

Great Leaders energize others to strive for _____.
You’ll never reach it, but you should try. Always _____
_____ so you don’t have to think, but run on
autopilot.

ATTITUDE

Your attitude makes the difference

The potential of the band goes up with _____ attitudes...it goes
down with _____ attitudes

Rotten attitudes must be addressed. They will never go away by
themselves. They cause _____,
_____, and _____ on a team.

Good attitudes are _____, rather than _____.

Good attitudes do not guarantee _____, but bad attitudes
guarantee _____.

The Fred Factor by Mark Sanborn, The book is about making the ordinary
extraordinary. It’s the story of Fred the postman. It discusses the
passion, creativity and commitment of Fred.

“You have to give 110% every day. Whatever you don’t give today you
can’t make up for tomorrow. If you give only 75% today, you can’t
give 125% tomorrow to make up for it.”

- Coach John Wooden

DEVELOP

Great leaders continually try to _____. They read, study, attend seminars, etc. They seek mentors throughout their lives. They surround themselves with great people.

Great leaders develop not only themselves, but also the people around them. They _____ others to reach for goals that they would not others go for.

Great Leaders develop future leaders....will they want to be like you?

Great Leaders are _____ to doing whatever it takes to be the best.

Great Leaders try to improve _____ and expect performance at the highest level from _____.

Great Leaders are not afraid of _____. They're flexible and willing to adapt, relishing the challenge.

Confronting _____ takes _____.

A leader takes people where _____ want to go. A great leader takes people where they _____ go, but don't necessarily want to.

“Today's leading organizations share a common commitment to consistent improvement. They believe they're going to be better tomorrow than they were today, better next week than last week, better next month than last month, and better next year than last year.”

-Ken Blanchard

The Little Book of Coaching

EXAMPLE

Great Leaders set the example and standard for others to follow.

Great Leaders take _____. If something is going wrong, they look to themselves. They do not place blame on others.

Great Leaders possess a tremendous work ethic and impeccable VALUES.

Great Leaders are always _____ and _____.

Great Leaders pay attention to every detail (small and large).

Great Leaders do _____ it takes to be _____.

RELATIONSHIPS

Great Leaders build relationships...with _____.

“What you will become in five years will be determined by what you read and who you associate with.”

-Charles “Tremendous” Jones,
Life is Tremendous

Great Leaders get to _____ their people. What are their interests, goals, dreams, problems, etc. How can you help them?

Great Leaders _____ deeply about others.

“People don’t care how much you know until they know how much you care”

-John Maxwell

Great Leaders understand the importance of building _____.

Great Leaders are _____ and _____ in their approach with people.

SERVE

Great Leaders serve others. It doesn’t matter if it’s a company, a community, your section, or the entire band.

Great Leaders are _____. They praise others and give credit when credit is due.

Great Leaders never let their _____ get in the way.

Great Leaders _____ respect, but do not _____ respect.

At times, people appointed to leadership position feel that they “deserve respect” because of their title. _____ “deserves respect” you have to _____ respect

“TOP TEN” ATTRIBUTES FOR SUCCESS

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

Pursue perfection, but realize you will never attain it.

It's through the endeavor that growth is achieved.

TWO FINAL THOUGHTS

1. Strive for _____.

2. Do it _____.

Don't settle for good. Good is average...anyone can be good.

Strive for GREAT. Everyone wants to be part of something GREAT. They take PRIDE in being a part of a GREAT band.

“If you don't do it excellently, don't do it at all. Because if it's not excellent, it won't be profitable or fun, and if you're not in business for fun or profit, what the hell are you doing there?”

- Robert Townsend
The Winner Within
by Pat Riley

What you do at _____ will have impact on the future.

“When opportunity comes, it's too late to prepare”

-Coach John Wooden

“We often over-exaggerate yesterday, overestimate tomorrow and underestimate today.”

-John Maxwell.

Yesterday is gone. You can't do anything about it.

_____ is what matters.

What are YOU going to do?