

Becoming the Leader Others Want to Follow



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About us

A group of **trusted advisors** that provides solutions to common manufacturing and supply chain challenges in productivity, capacity, inventory, staffing and organizational development.

- ❖ Started in 2012
- ❖ Offices in Roanoke, Savannah, Greenville, SC



Our team consists of:

- Lean Consultants
- Operations Specialists
- Leadership Development Facilitators
- Organizational Development Professionals



Our goals for today:

What **word** is emphasized here?



- 1) Understand the qualities of **followable** leaders
- 2) Reflect on your own **followable** leadership style
- 3) Identify practical actions to become more **followable**
- 4) HAVE FUN!

What do leaders DO?

Answer
Questions

Problem Solve

Make

Decisions

Approve
requests

Attend
meetings

Plan
ahead

Give
feedback

Talk to customers

Work email

Make reports

Delegate

Communicate

Do these make you FOLLOWABLE?

People choose to follow leaders who earn it

- ✓ **Trust**
- ✓ **Vision / Direction**
- ✓ **Empathy**
- ✓ **Inspiration / Hope**
- ✓ **Consistency**
- ✓ **Role Model**



1. Trust (Integrity & Reliability)

Great leaders are great because people trust and respect them, not because they have power.

Jon Gordon

2. Vision / Direction (Clarity & Purpose)

To be a leader, you have to make people want to follow you, and nobody wants to follow someone who doesn't know where he is going.

Joe Namath

3. Empathy (Care & Connection)

Empathy is seeing with the eyes of another, listening with the ears of another, and feeling with the heart of another.

Alfred Adler



4. Inspiration / Hope (Energy & Courage)

The first task of a leader
is to keep hope alive.

Joseph Batten

5. Consistency (Stability & Reliability)

The standards you establish for others must reflect the standards you set for yourself. No one will follow a hypocrite.

Lou Holtz



6. Role Model (Example & Influence)

To be a leader, you have to set the example. To be a leader, you have to be the kind of person you'd want to follow you.

Amie Kaufman

What IS a leader?

A leader is best when people barely know he exists, when his work is done, his aim fulfilled, they will say: we did it ourselves.

Lao Tzu

Debrief today's session:

- ☐ **What did you learn?**
- ☐ **What did you like?**
- ☐ **What are you going to work on?**



Thank you !

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