

MASTERMIND GROUP

DEVELOPING THE LEADER WITHIN YOU 2.0

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WHAT IS MASTERMIND?

- First, the concept was coined in 1925 by author Napoleon Hill in his book *The Law of Success*
- Later described in more detail in his 1937 book *Think and Grow Rich*
- Group of peers who meet to give each other advice, support, mentor
- Each will both give and receive advice. Initially you will be on the receiving end
- Group can also involve brainstorming, educational presentations and even discussing personal issues
- Also known as “meeting of the minds”

OBJECTIVES OF THIS MASTERMIND GROUP

- Learn principles discussed in book “Developing Leader Within You 2.0”
- Understand the meaning of Leadership
- Explore the principles suggested
- Discuss and evaluate each principle and where you stand
- Explore ideas to develop those skills
- Self-evaluation and suggestions at each stage of learning

WHAT IS EXPECTED FROM YOU?

BE on MUTE all the time except when you are talking to team

BE Committed to the Group

BE On Time

BE Free of Your Cell Phone and other distractions

BE Encouraging and carry positive attitude

BE Willing to Learn from Other Members

BE Ready to Add Value to other Members

BE Courteous and following meeting etiquette (like cutting off others, talking when you are not asked to, answering other's question etc.)

WHAT IS LEADERSHIP

“Leadership is the ability to obtain followers.” – James C. Georges

The ability to LEAD, INFLUENCE, GUIDE others

Others may be individual, group, organization, country and so on.

Who do you remember from history?

Good leader and bad leaders – both are leaders though

Good leaders brought the good and people followed them

Bad leaders also influenced some and did something that resulted into bad

BOTTOM LINE – LEADERSHIP is INFLUENCE – First Principle



WHY BECOME A LEADER

ADD Effectiveness

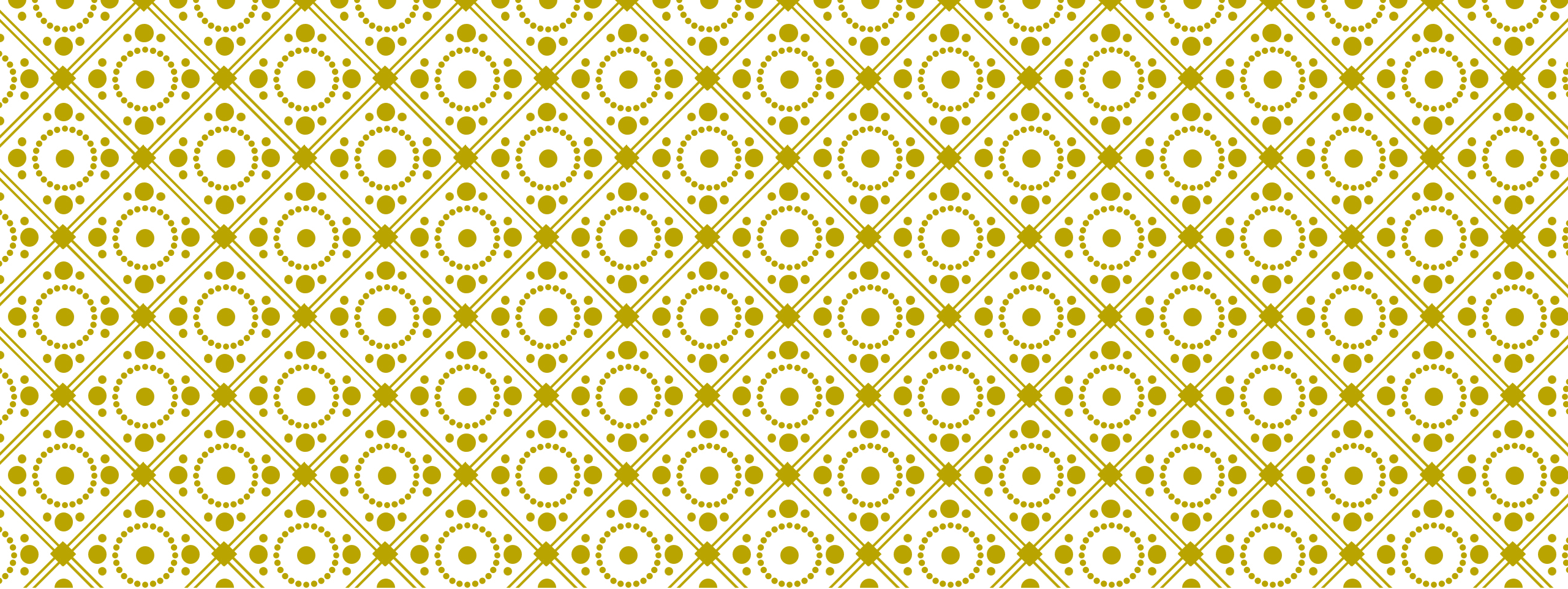
SUBTRACT Weaknesses

DIVIDE Your workload

MULTIPLY Your impact

TEN PRINCIPLES

- 1: The Definition of Leadership: Influence
- 2: The Key to Leadership: Priorities
- 3: The Foundation of Leadership: Character
4. The Ultimate Test of Leadership: Creating Positive Change
5. The Quickest Way to Gain Leadership: Problem Solving
6. The Extra Plus in Leadership: Attitude
7. The Heart of Leadership: Serving People
8. The Indispensable Quality of Leadership: Vision
9. The Price Tag of Leadership: Self-Discipline
10. The Expansion of Leadership: Personal Growth



PRINCIPLE 1 - INFLUENCE

BETTER LEADERS => BETTER WORLD

The world becomes better place when people become better leaders.

OBSTACLES TO BECOME A LEADER

Myths

- Leader are only born not made
- Seniority make leader
- Need a title first
- Experience is equal to leader

Hurdles

- Lot of us read books and do other stuff, no results
- If no results, that means we are not working on right things

Solution

- Genuinely identify our shortcomings, areas of weakness, areas that add value
- Work on them
- Objective of the attendee material is to help with that

HOW TO DEVELOP LEADER WITHIN YOU

Learn and practice LEADERSHIP

First principle and basis of leadership is INFLUENCE

Learn and practice INFLUENCING

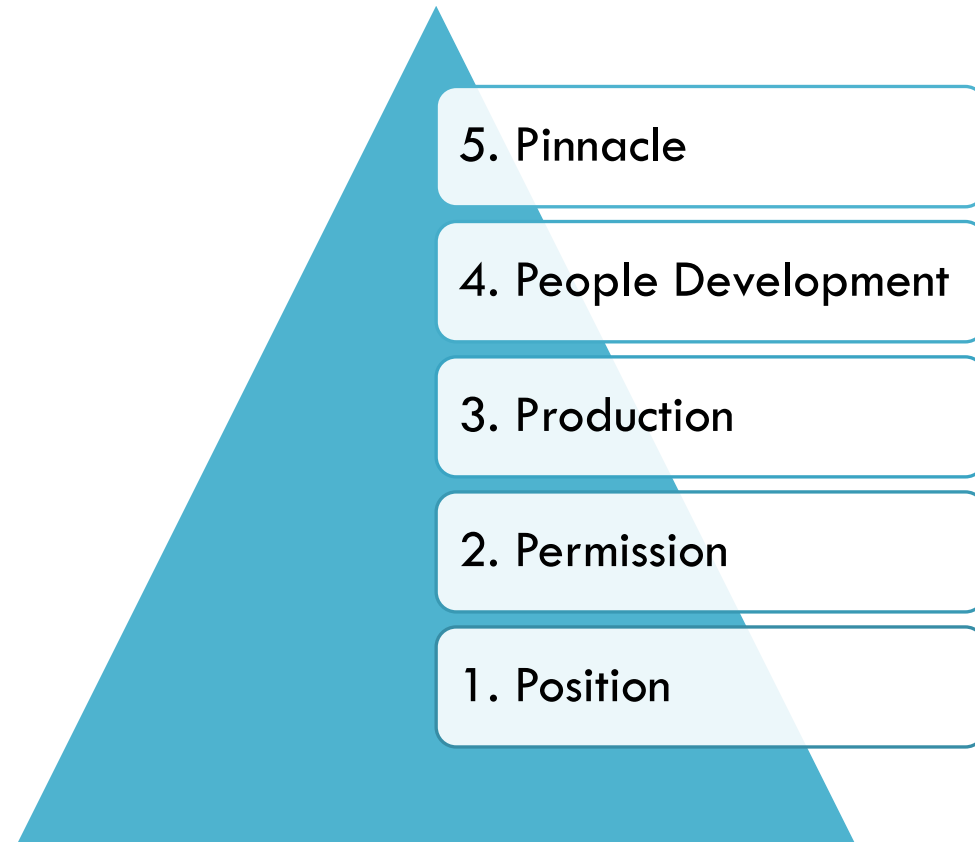
FACTS

Everyone influences someone

We don't know WHO and HOW much we influence

Best investment in Tomorrow is to develop your influence Today.

UNDERSTANDING LEVELS OF LEADERSHIP



POSITION - BOSS

Entry level leadership

People follow because of position - Boss

Leader may or may not have real influence

Good position to start but terrible to stay

Action Items:

Understand limitations and dangers of this level

Understand the difference between being Boss and being Leader

Learn how to grow influence and practice

PERMISSION

TEST phase – proving time

Earned/given Leadership

People liked you so given to lead

Action Items:

Earn the trust of people you lead and connected

Develop relationships

Create a positive environment

Use influencing skills

Use this level to quickly get to next level

PRODUCTION

Delivery phase – real leadership time

True leaders DELIVER.

Influence should lead to delivery

Teams become loyal, work and deliver

Action Items:

Practice effective Leadership

Involve and Help people to perform their tasks

Solve problems

Take ownership

PEOPLE DEVELOPMENT

Great Leaders empower others

More than delivering results, Develop Leaders

Action Items:

Build successful team by empowering them (tools, environment, etc)

Help others to achieve their goals – personal and professional (true care)

Help others to learn and become leaders themselves

PINNACLE

Beyond organizations – popular leaders in various areas

Leadership that spreads and impacts broader areas – societies, states and countries

World leaders in various areas

Action Items:

Don't work for it – nobody target to become leader

Just work on good causes that impact people on a large scale

All start causes start small and grow if they are genuine and lead by good leadership

FOOD FOR THOUGHT

1. Is there a negative Influence? Share your thoughts with examples. How can you avoid that?
2. At home leadership – think of ways you can influence family members.
3. Students (if any) – think how can you increase your influence in class and school.

BEFORE NEXT SESSION

1. Watch Interview with John C. Maxwell -
<https://www.youtube.com/watch?v=T9WIWz5PEQk>
2. Read book “Developing Leader Within You 2.0” by John C. Maxwell
3. If not read yet, read book “How to win friends and influence people” by Dale Carnegie.
4. Do some research on tips for Influencing where you want in your real life.