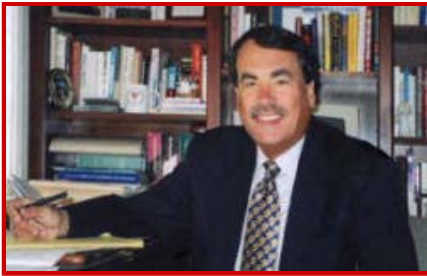




From the Founder: My Views



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LEADERSHIP IS EVERYTHING

by: Wayne Fortin

I think it's safe to say that the theme of our recent 2007 Annual Meeting was leadership. I will use this edition of *My View* to summarize the many leadership principles which were discussed at the meeting. I've identified 15 principles which I've listed below.

1. Leadership is the #1 factor in determining whether a TIP Affiliate will be a healthy organization ("Leadership Is Everything", John Maxwell).
2. A Leader must have Character...integrity, honesty and humility. Leaders are authentic.
3. A Leader must put a high priority on his own personal and professional development as well as the personal and professional growth of those he leads.
4. Leaders take responsibility. When things go wrong, leaders don't whine or blame. They roll up their sleeves and "fix it."
5. Leaders are always learning. They are teachable.
6. Leaders have specific goals they are committed to achieving. Leaders let others know what those goals are and are accountable to others for achieving those goals.
7. Leaders surround themselves with good people ("*1 is too small of a # to achieve greatness*", John Maxwell).
8. Leaders invest heavily in assembling and developing a team. Leaders train and empower their teammates. Investing in one's team pays great dividends for Leaders.
9. Leaders are disciplined. They work hard, use time wisely and prepare... prepare....prepare for important challenges.
10. Leaders make good decisions. When decisions need to be made Leaders go through a rigorous process of consulting with others, determining the facts and thinking through consequences.
11. Leaders are there for their followers through tough times ("*weddings are discretionary...funerals are mandatory*", Rudy Giuliani).
12. Leaders chose to have positive attitudes and expect their teammates to have positive attitudes. One teammate with a bad attitude can ruin a team.
13. Leaders encourage others. Leaders continually thank others and express appreciation for the talents and contributions of others.
14. Leaders are enthusiastic and passionate about the TIP cause.
15. Leaders know how to communicate. They know how to "get through" to others. Leaders are great simplifiers, they know how to repeat their message so that others "get it" and they know how to touch the hearts of their listeners.

Finally, you can tell whether you are a Leader by asking yourself 3 questions:

1. Am I achieving important results?
2. Are others following me i.e., joining me to achieve results?
3. Do others listen to me?

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