The Three "C"s of Leadership

Tuesday, Feb. 24, 2015
8:00 a.m. – 9:30 a.m.

Presented by

Ty Bennett
Leadership Inc.
Lehi, Utah
The Three “C”s of Leadership

CHARACTER – COMMUNICATION - COMMITMENT

Character
Character can be broken down into three categories:

- **Integrity** =

- Make seven investments in integrity.
  1. Be the same person in your public, private and secret life.
  2. Take Responsibility
  3. Keep promises and fulfill commitments
  4. Build people up, don’t tear people down
  5. Give 100% 100% of the time
  6. Be humble
  7. Live your values

- **Competency** – People do business with people they know, like, trust and____________________

- **Likeability** – Do people feel better about ______________ for having been with you?

Communication
Leaders master conversational leadership.
- Balance care and_______________
- The Three A’s________________, __________________, __________________
- Conversational tone vs Condescending Tone
- Keys to telling Effective stories

Commitment
When you are interested you do what is convenient – when you are committed you do whatever it takes.

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