



**Association
Executives Institute**

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Full Speed Ahead: Generating Spirit in the Workplace

Presented by:
Gail Alofsin
President
Authentic Measurable Performance
Newport, RI

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Full Speed Ahead

Generating Spirit in the Workplace

National Association of Realtors
19 February 2007
1:30 p.m. – 2:30 p.m.

Gail Lowney Alofsin, President
AMP! Authentic Measurable Performance
Newport, Rhode Island 02840
(401) 640-4418
gailalofsin@aol.com

“It’s what you learn---AFTER you know it all –That really counts.”

-Harry S. Truman

1) ABOUT YOU!

❖ **Who do you lead?**

❖ **How do you motivate?**

Synergy: 1+1=___

A team’s performance is _____ than the _____ of each individual’s contribution.

Personal Leadership History

- Where did you grow up? What birth order are you in your family?
- What kind of games did you enjoy playing as a child? Did you usually lead, follow, both?
- When you were growing up, what adult had a significant impact on your life? What leadership qualities did he/she exhibit?
- Who has been your best supervisor to date?
- Name a teacher or mentor. What one significant lesson have you learned from that teacher/mentor?

2) What is Leadership?

"When you **walk your talk**, people listen." – German Proverb

❖ Leadership Challenges

❖ Accomplishing Extraordinary Results with Extraordinary People.

❖ ROADMAP! Clear Sense of Direction

- V _____.
- P _____.
- C _____.

❖ Five Rules of Trust

- Trust is not _____.
- Trust needs _____.
- Trust develops through _____.
- Trust is _____.
- Trust requires _____.

You as a Leader: Communication and Information

How do YOU motivate people to come to work every day?

E _____ + E _____ = E _____.

Enthusiasm benefits

- Improved _____.
- Increased _____.
- Enhanced _____.
- Higher _____.

3) How can you evoke enthusiasm (SPIRIT)?

❖ Idea Share...

Four focal points:

- “C _____” - **Perception** is Reality
- “A _____” – Exemplary **Execution**
- “R _____” – Position yourself as a **Solutionist**
- “E _____” – Brand Yourself with **Passion!**

Team Discussion:

- What are things you can do to be more enthusiastic?

- What are the benefits of spreading enthusiasm?

- How can you demonstrate integrity in your own department?

A few final thoughts....

Words Matter

- The six most important words:
- The five most important words:
- The four most important words:
- The three most important words:
- The two most important words:
- The one most important word:
- The least most important word: