

REACH YOUR PEAK



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Tips to Building Credibility when you are or want to be a Leader

“Be comfortable being Uncomfortable”

- Be an Active Listener
- Always be wanting to help you team succeed
- Keep distractions to a minimum when colleagues are talking to you
- Repeat back what someone has said to you so you fully understand
- When you speak to your team “get to the point”
- Don’t rave on with BIG words
- Invite questions, feedback and input
- Be consistent it gains credibility
- Do what you say you will do
- Know when to say No
- Give praise in public to your team as its deserved
- Be able to look beyond your own self interests
- Don’t force authority
- Always remain eager, open and receptive to new information
- Let your Team know the common goal then have everyone towards it
- Learn to be an effective communicator
- Be prepared to train your team
- Invest in leadership development
- Invest in yourself “You are valued”
- Believe in yourself
- Improve your skills this will improve your confidence
- Have a good strategy and execution
- Inspire people
- Have a Coach or Mentor it can be a valuable asset
- You don’t have to be nice to be love and respected. Just Fair!
- View a challenge as an opportunity to improve your skill
- Leave your EGO at the door
- Your job is to bring out the best in the people around you
- Do self-evaluations from time to time
- The big picture is about your team NOT you
- Leadership is a lot of one on one conversations
- Employees would rather their boss tell them where they stand then one that doesn’t
- Remember it is not failure it is a learning curve

When you believe in yourself, your team and believe in the benefits of training you will then be on your way to building credibility as a Leader

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Your onsite and online Dealership Mentor and Professional Sales Coach

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