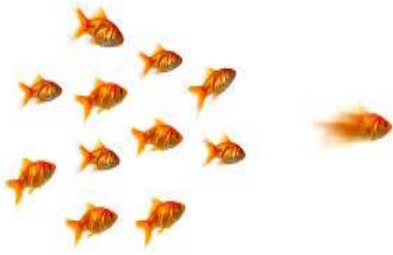


## 10 Tips for Leaders



Effective leaders are always seeking ways to improve and strengthen their leadership skills to prepare them to continue moving up in leadership positions within L'BRI.

You already possess many of these leader characteristics, yet we can always keep refining and improving them. Which quality do you want to amplify in your role this month?

1. **Put people first.** It isn't always about the money. Putting people first is not only the right thing to do, but in the long run, it will contribute to developing a good reputation as a reliable, trustworthy leader. For example, making decisions that are in the best interest of a Consultant on your team rather than being focused on the personal profits gained.
2. **Work cooperatively with team members.** In most any career, you will likely interact with all different kinds of people. It is important to find common ground and cooperate to maximize your productivity. This goes for customers, Consultants, sister leaders alike, and it sets a good example for those on your team.
3. **Maintain high positive energy.** It's normal to feel stressed or burned out once in a while but maintaining a high level of energy and positivity will work wonders for your own morale. Remind yourself why you started your L'BRI business, what you love about it, and why you want to continue. Be your own best cheerleader; it will go far in helping to motivate others looking to you for guidance. Find a mentor. Even the President of the United States seeks support, advice and accountability.
4. **Set clear goals.** Any goals dealing with your business should be clear, specific, measurable and challenging but yet realistic. Setting a goal to make enough money to quit your full-time job or promote to Elite Executive Manager is well-intended but is just not specific to gain momentum and attain. It makes no mention of just how much money that would require or how many Consultants you will need to sponsor, or leaders you will need to develop, or the timeframe to reach the goal. Decide exactly what you want, why you want it and how you will go about achieving the goal to set yourself up for success.
5. **If you can't measure it, don't do it.** Trying to accomplish a goal with no concrete way of measuring its completion will only bring you a lot of frustration. Part of what keeps us motivated is the knowledge that we are heading in the direction of accomplishment, but if you don't know exactly what that looks like, then how will you know when you actually get there?

6. **Share your skills with your Consultants.** You've mastered a certain set of skills that are bringing you success; share your skills with others. Consultants on your team are looking to you for training and guidance.
7. **Lead with action more than words.** If you tell people one thing, but do another, you will lose your credibility. Words mean nothing when accompanied by actions that don't match. Do what you ask others to do so you gain credibility and earn their trust. For example: Earn every incentive and every trip to set the example for your team.
8. **Use common sense.** This is especially important when faced with difficult decisions. Think of others, think of the big picture, and long-term value rather than short-term return.
9. **Keep it simple, and don't sweat the small stuff.** When things get complicated, break them down into simple terms. There will always be obstacles but be sure to pick your battles and don't get bogged down with trivial things.
10. **It's business but make it fun!** The wonderful thing about a career with L'BRI is the flexibility it brings in allowing you to make the business your very own. Add your own personal flair to your Shows, your training, your events, your opportunity presentations. Find what makes you happy and integrate the fun factor into your business. Your enjoyment will rub off on those around you.

**A leadership role may or may not come naturally to you but adopting these leader tips will definitely improve your effectiveness.**