



# Tools2Lead Newsletter. No. 3

The Leadwise Group's main purpose is to equip and assist individuals and companies to achieve their potential through leadership development, personal and leadership coaching and organisational and cultural development.



Empowering Potential to Achieve

## *Reach Your Potential this year*

By Dr Albert P. Haddad



### What is new?

We at Leadwise are so thankful and grateful that amongst the economic down turn we as a company have achieved our targets in the last year. This is a great blessing. The Leadwise' philosophy is to position our self as a strategic partner to our clients. Our clients are some of the great and successful organisations and enterprises in Australia. We are honoured and grateful to be working with all of our strategic clients.

We are looking to have a greater impact in this year and beyond. Alongside renewing our partnership with our key clients, we are embarking on new adventures.

This year we are launching our new and improved website, expand our range of Leadership & Personal Development Programs, producing many articles and publishing two books.

For further information on any of these programs contact Albert P. Haddad.

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Many of us will be in the midst of resuming or starting up our projects eager to achieve great things in this year. Some of us would have enjoyed the excitement that came with the end of year break, family holidays, beach time, or just a real relaxing time off. Others may have been anxious to get back to work and finish up the many things left undone.

As we start the year there will be many challenges and uncertainties awaiting us. Our team members will be also thinking about similar things. How can we start the year on positive note and anticipation great things for this year?

We need to start the year feeling great about our achievements no matter how small or how enormous they were. At the same time we need to stake our claim on the gains we achieved and consolidate our position so that we can advance forward in the new year.

To achieve your potential this year you may need to gather the team and work together as a unit. The following seven steps will help you achieve this:

1. **Discover your Patterns** – Celebrate your achievements, learn from what worked and what didn't, acknowledge your key results for last year.
2. **Determine your Purpose** – As a team revisit your mission statement and the strategic and operational goals for this year. Acknowledge them and take ownership why you as a team exist and have come together.
3. **Dream your Potential** – This is where you start to dream of how to achieve your mission. The goals and objectives will need to be drawn out and discussed, tossed this way and that until the whole team is in agreement that this is what you are looking forward to achieve in the year.
4. **Develop your Plans** – As a team look at the organisational operational plan and ask the questions of how do we fit in that plan, what can we add value to that plan and what do we need to do to achieve the goals set out in that plan. Each of your team members need to feel engaged, equipped and empowered to have full input in the plans. You need to identify key results, milestones, key resources and development opportunities for each member of the team.
5. **Decide on your Provisions, Permissions and Protections** – Lead your team to identify what internal and external resources are needed, acceptable levels of authority and accountability, and your contingency and risk management plan.
6. **Deploy your people and Processes** – Assign the tasks and allow every member of your team to take ownership of at least one aspect of the team plan. There needs to be some level of accountability and responsibility that you both agree on. The key message here is that you engage them, equip them and empower them to do their roles to the best of their abilities.
7. **Deliver your Products** – Lead the team to put the plan into action. Every thing depends on you as a leader, but not everything needs to run by you. Empower your team so that they can become leaders in their own right. Enjoy your potential and success as a leader and as a team.

To know more about this **Reaching Your Potential Model**<sup>®</sup> contact Dr Albert Haddad of Leadwise Consulting.