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Become a Change Leader

By Joel Garfinkle

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One certainty in life is that the future holds unpredictable changes. We all start each day with a degree of uncertainty and the lessons and opportunities that life brings to us aren't always welcome.

Even though unpredictability is an inevitable part of life, most of us are afraid to make changes. It's never easy! Change forces us to take risks, become vulnerable, and open ourselves to the unknown. But if you rise above the fear, you can begin to change as a good experience. Beyond every corner is an exciting, new opportunity waiting to be discovered.

The lesson I've learned from working with career transition clients is that they embrace change. They might be scared, but the comfort of doing work that doesn't fully satisfy them takes a back seat to the dream of having ideal work. If it were easy to find a dream job, then everyone would love their work, feel excited about starting their workday and energized at the end of it. This is not the case for the vast majority of people: research has shown that 9 out of 10 people aren't happy at their work. Thus, if you wish to have work that is different from what you are currently doing, you'll have to make a change!

How do you make a change, when you might have mortgages, kids, busy careers and many things to do throughout your days, weeks and months? In order to make a change, you must lead your own change. This is done by becoming what I call a change leader.

Every great leader has one thing in common. They recognize someone must take charge and make the decisions. Strategy is planned and a course of action is begun to achieve change because of that person. It's essential to your future to become your own change leader.

People can make change without being change leaders, but long-term benefits are gained when you have courage to transform your attitude toward change from one of timidity and resistance to one of strength and appreciation of the opportunity to make your life better. Now you can take an active role and manage and direct it – change your views of life from one of struggling to maintain the status quo to always looking for new opportunities and viewing change as a positive force.

Become a Change Leader

All change leaders have this unique quality within them. Change becomes easier when you see it not as the mountain that seems too high, but as a gentle slope. In the journey of life, each step takes you gradually closer to your dream.

What are some of the fears that keep you in your current circumstances instead of changing? Remember the fundamental thing you need to do to make a change is to conquer your fears of the unknown or unfamiliar.

Becoming a change leader begins by evaluating your life now. Do this by recognizing where you are and identifying what areas need to change in order to improve your life. Acknowledge that you can't change everything at once. What you can do is choose an area to work on and take concrete steps, all the while being alert to opportunities to change in other areas you have identified. Mahatmas Gandhi

said, "We must be the change we wish to see in the world."

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Joel Garfinkle helps individuals transition into their dream jobs and leads managers and executives to higher levels of professional and personal achievement. Visit Joel on the web at Dream Job Coaching (www.dreamjobcoaching.com) and Garfinkle Executive Coaching (www.garfinkleexecutivecoaching.com).

Are you a Leader?

By Mike Harrod

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When you look at yourself in the mirror do you see a leader?

A leader is not someone that is has a large organization and is setting on the sideline reaping the benefits from it.

That kind of leader will dwindle away.

The kind of leader that I am talking about is in the trenches with their downline everyday. They would never ask anything from their group that they wouldn't go and do themselves.

You might say that is great I can do that it is all a mindset.

WRONG!!

Leadership is difficult and it takes a lot of work.

Become a Change Leader

This means answering questions daily to any downline or prospects through email or phone.

In order to do this a leader needs to know what is going on. They need to understand how the company they are working with works. How the compensation plan works, how the company does business in general.

Your group depends on you to give them these answers when they need them.

This means calling your go getters to make sure that they don't need anything. This is important because I have found that someone may be having problems and are too scared to call me to ask for help. I don't mind calling them just to make sure.

Leadership means you no longer work for yourself at your business you work for your group or downline.

You are at their beckon call all the time and that is what makes you a leader.

You may say that you are not ready to be a leader. That is perfectly fine and let me share a small secret with you. If you plan on being a leader in the future you must first learn to follow.

The greatest leaders were at first the greatest followers.

So if you are ready to rise to the top and strive to be a leader pick someone that is successful and you trust and admire and start following. You will be there before you know it.

It almost sounds like being a leader may not be all it is cracked up to be, but let me tell you that the benefits far outweigh the sacrifices that you will have to make for your group.

This is just another way to make sure that once you find that perfect marketing plan that is bringing you great results you can hold on to those results and build an unstoppable downline.

Why will it be unstoppable?

Because without you even knowing it you are building leaders in your group just because of your actions. They may be following you now, but they will break away one of these days to be the leader of their own group and you can look back and realize that it is from them following you that they were able to lead the way they are today.

Mike Harrod is the author of the newsletter "21st Century Marketing Pros" If you would like to find out how to get a free subscription to his weekly newsletter visit his website at:
<http://mikeharrod.com/subscribe>



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