

The Go-Giver Leader by Bob Burg & John David Mann

- 💡 The less I say, the more influence I will have; the more I yield, the more power I have
- 💡 It's easy to inspire and motivate people and say hold a vision - for the moment; the hard part is the holding
- 💡 Building anything is an act of faith - because I'm creating something out of nothing
- 💡 My job as a leader is to hold fast to the big picture, to keep seeing in my mind's eye with crystal clarity, where it is that I'm going
- 💡 I will practice responding vs. reacting
- 💡 Yielding is giving, but not giving up
- 💡 Letting others win is the beginning of my triumph
- 💡 Expecting someone to be helpful doesn't change them, it changes me - which is what changes them
- 💡 Whether I react or respond, it tends to foster the same behavior in others
- 💡 I can only control who I am
- 💡 People will read the real me behind my words
- 💡 Life leaves a mark that I must be willing to embrace
- 💡 I can lead only as far as I grow - and I will only grow as far as I let myself
- 💡 Mind, connection, flow, honor
- 💡 I will learn to give leadership