

## Leadership Secrets

### There Are No Bad Teams, Only Bad Leaders.

“Don’t find fault, find a remedy.” - Henry Ford

“Outstanding leaders go out of their way to boost the self-esteem of their personnel. If people believe in themselves, it’s amazing what they can accomplish.” - Sam Walton

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#### Leadership is about well ... LEADER---SHIP. It’s about the leader.

- This means taking 100% complete responsibility for the performance of your team.
- Underperformance is NEVER the team, it is ALWAYS the leader.
- This concept lines up perfectly with the core *Life & Personal Improvement Principle of*
  - You are 100% responsible for EVERYTHING in your life.
    - Including the results and performance of the people you lead, manage, and supervise.

Story: Navy Seal training - boat crew 2 vs boat crew 6.

There are no bad teams, only bad leaders.

#### Other examples of this principle in action.

- Steve Jobs of Apple Computer.
- Howard Schultz of Starbucks.

#### How you can use this principle to improve your business and life.

- If you are the designated leader, assume full responsibility. Then get trained ASAP.
- If you are not the designated leader, then ‘lead the leader to better leadership’.
  - Remember, leadership is nothing but influence. You don’t need the ‘title’ to exert leadership.

#### Summary:

- There are no bad teams, only bad leaders.
  - Assume full responsibility for the results of your team.
- Leadership is a skill and it can be learned.
- If you are not getting the results you want, get training to get better.
  - Training is readily available, including in this KC Rainmakers leadership series.

Aaron Brauch, Business Management Consultant  
Helping Entrepreneurs Build Exceptionally Profitable Businesses & Enjoy Outstanding Lives.

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