

# Entrepreneurial Leadership

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Entrepreneurial Leadership Overview

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# Entrepreneurism

*“The art and science of creating something from nothing”*



# Vision

“When mission is clear  
abundance will appear.”



# Clarity of Vision

Assets

Skills

Networks

Mentors

Risks

Navigation

A

B



# Leadership

“If you think you’re a leader and no one is following you you’re actually just going for a walk”

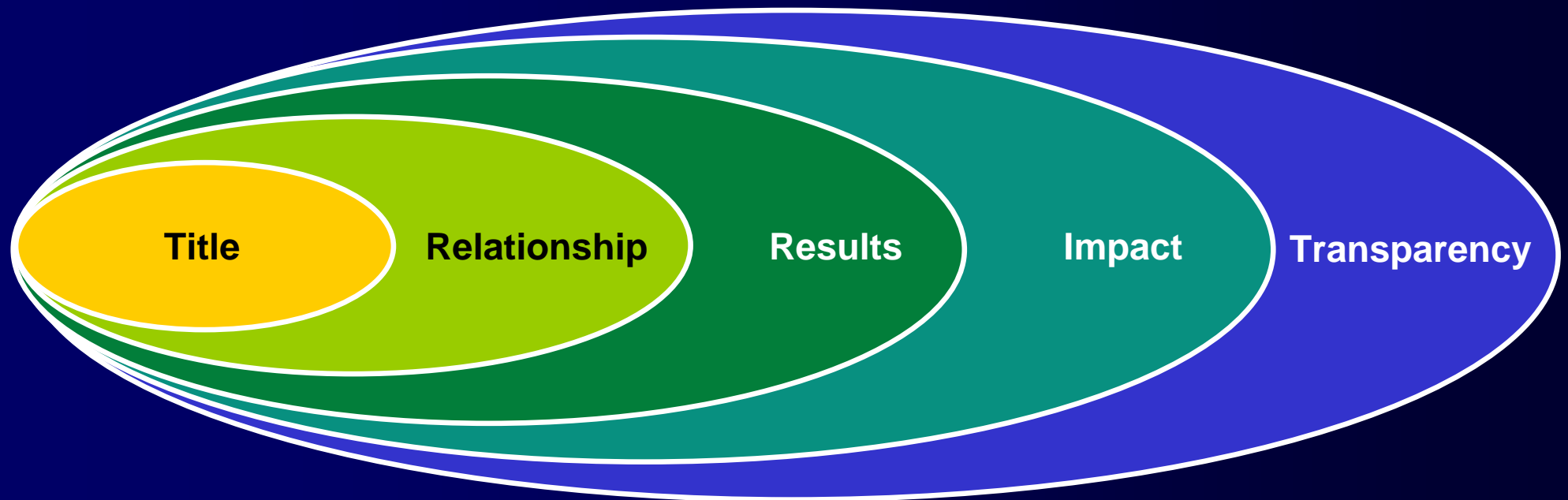


# Leaders

*Translate vision into reality by their capacity to influence those around them to buy into and contribute to the vision or goal.*



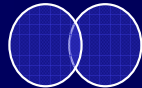
# The 5 Stages of Leadership Development



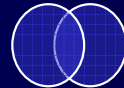
**Enforcing**



**Connecting**



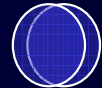
**Enabling**



**Transferring**



**Modeling**



# Title

## The leader

- Leads through the power of reward and punishment
- Influence is limited to the relationship between their job position and their subordinates
- Is competent
- Often does more than their own share of work

## Their People

- All actions fit within job description
- Somewhat cooperative
- Performs the required amount of work competently
- Needs to be prompted to take initiative



# Relationship

## The leader

- Good at rapport building
- Great listener
- Recognizes people
- Creates an open and healthy environment
- Understands the stages of relationship development

## Their People

- Likes the leader / boss
- Gives more than is expected
- Wants to develop and maintain the relationship through cooperation and performance



# Results

## The leader

- Good project management skills
- Understands how to evaluate people's strengths and knows where to put them
- Is present and involved in the team effort
- Aligns Values

## Their People

- Performing beyond their capacity due to strong leadership and team
- Collaborating well with the team
- Producing measurable results and momentum



# Impact

## The leader

- Good coaching and mentoring skills
- Creates and invests in learning opportunities for staff
- Is focused on building individual capacity in key staff.
- Creates an intrapreneurial environment

## Their People

- Developing strong self management and intrapreneurial skills
- Beginning to grasp leadership qualities
- Able to perform well with very little outside support



# Transparency

## The leader

- Does what they say they will do
- Attention to the details of leadership
- Is an example of success and positive relationships in their organization
- Has developed many leaders

## Their People

- Developing strong leadership qualities through osmosis
- Will take massive action with little prompting
- Highly trusts the leader



# Maintaining Influence Requires...

- Continued Vision
- Influence
- Focus
- Faith
- Follow-Through
- Momentum



# Leadership

*Is about a decision*



# Entrepreneurial Destiny

- Your thoughts become your words
- Your words become your actions
- Your actions become your habits
- Your habits become your destiny

Change your mind and you change your  
whole world



# More information

- Visit [Closingbigger.net](http://Closingbigger.net) for Shane's Blog and Podcast
- Subscribe to the Podcast by searching for "Sales Blog" in iTunes
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