



Light Up your Colorful Leadership

Presented by Deb Fritz
National Service Representative
National PTA

Light Up Your Colorful Leadership

Your Personal Leadership Style

High Impact Leadership

7 Secrets

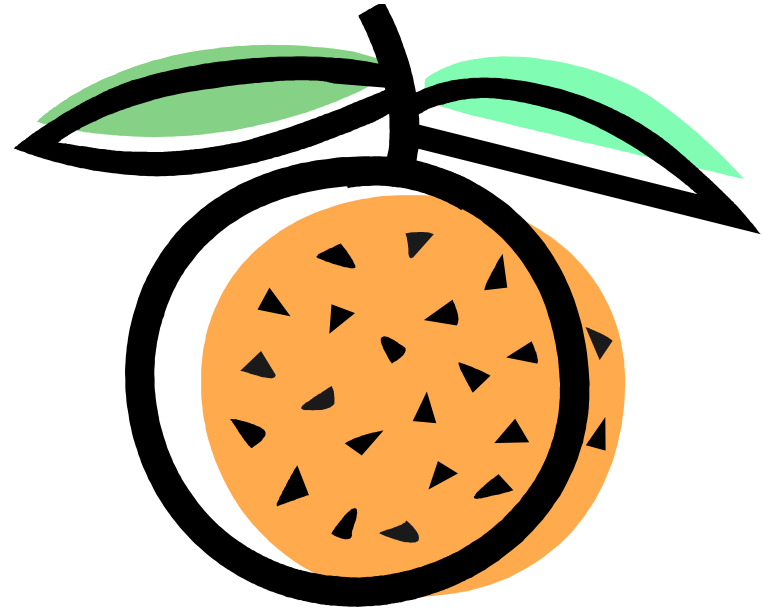
Ideas

Your Personal “Colorful” Style



What Color am I - Orange

- Impulsive
- Generous
- Charming



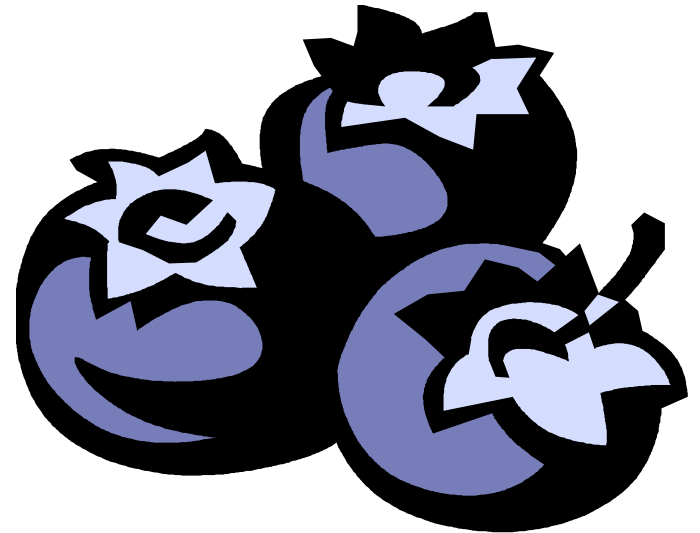
What Color am I - Green

- Analytical
- Calm
- Logical



What Color am I -BLUE

- **Enthusiastic**
- **Warm**
- **Compassionate**



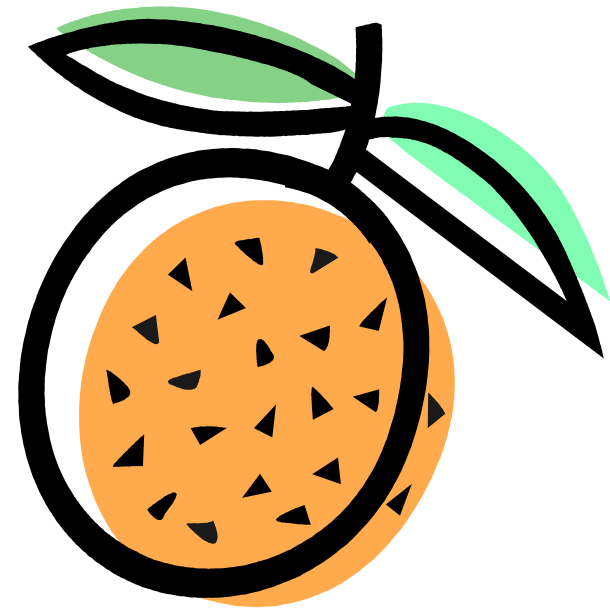
What Color am I - GOLD

- Loyal
- Dependable
- Prepared



Orange

- I act on a moment's notice
- Witty, charming spontaneous
- Impulsive, generous
- Fun, need variety, excitement
- Bold, eager optimistic
- A performer- A competitor
- Very physical



Green

- I seek knowledge and understanding
- Analytical, Global, Conceptual
- I live life by my own standards
- Cool, Calm, Collected
- I need explanations and answers
- Inventive, Logical, Perfectionist
- I value intelligence, insight, fairness and justice
- I am a natural non-conformist, a visionary and a problem-solver



Blue



- I need to feel unique and authentic
- Enthusiastic, Sympathetic, Personal
- I look for meaning and significance in life
- Warm. Communicative, Compassionate
- Need to contribute, to encourage and care
- Idealistic, Spiritual, Sincere
- I value integrity and unity in relationships
- Peaceful, Flexible, Imaginative
- I am a natural romantic, a poet, a nurturer

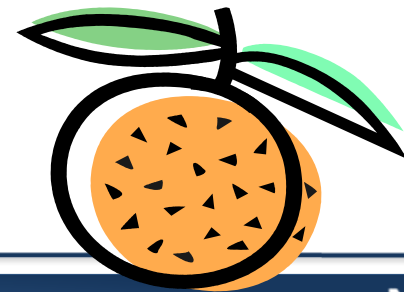
Gold

- Loyal, Dependable, Prepared
- I have a strong sense of what is right and wrong in life
- Thorough, Sensible, Punctual
- I need to be useful and belong
- Faithful, Stable, Organized
- I value home, family and tradition
- Caring, Concerned, Concrete
- I am a natural preserver, a parent, a helper



Orange

- **In Work** – restless with routine – likes a career with freedom and independence
- **In Love** – explore new ways to energize relationships – thrive on physical contact
- **In Childhood** – Difficult fitting in to academic routine – learns by experiencing not by reading or listening



Green



- **At Work** – Independent thinker – work is play – likes to explore ideas
- **At Love** – uneasy with emotions – lives with head not heart – Dislikes repetition
- **In Childhood** – appeared to be more mature – impatient with routine – needed to respect teachers before they could learn from them

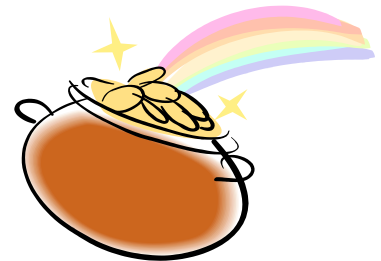
Blue

- **In Work** – Often works in arts, education, strong desire to influence others
- **In Love** – loves harmony – true romantic – loves symbols of romance
- **In Childhood** – Very imaginative – responds to encouragement not competition



Gold

- **In work** – handles details – likes stability
- **In Love** – traditional – demonstrates love in practical ways – conservative views on love and marriage
- **In Childhood** – outstanding students – loved authority and follows the rules



Leadership VS Management

The difference



To Manage or Lead

- Handle
- Govern
- Control
- Act
- Direct



- Influence
- Guide
- Conduct
- Serve
- Direct

High Impact Leaders

- A high impact leader gets results!
- \$\$\$ on leadership development
- Always looks for a better idea
- Committed to lifelong learning
- Looks at failure as opportunity



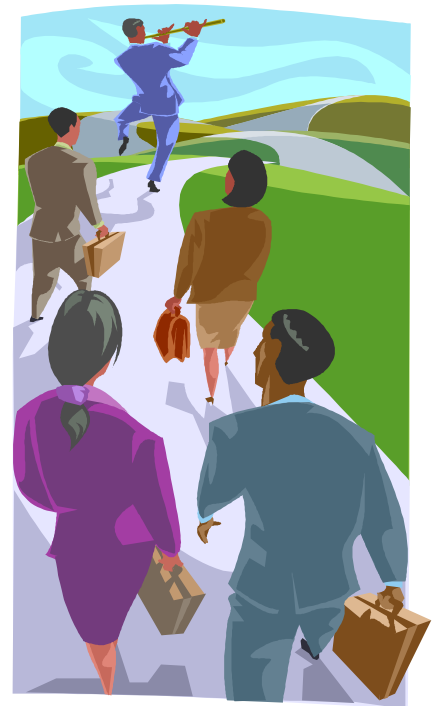
High Impact Leader Strengths?

- Emotional toughness
 - Fortitude
- Ego strength (admit fear)
- Realistic optimism
- Open minded
 - ✓ The best leaders have strong vision but they will curtail their own ideas to introduce a better one.



High Impact Leaders

- Don't let anyone stop results
- Sincerely listen to others
- Create a positive environment
- Keep your allies close
- Keep your enemies closer
- Clearly value team



High Impact Leaders Have a Bank of Good Ideas

- Today – Ideas for the immediate future
- Tomorrow – Ideas for the future
- Ideas that will change the future



High Impact Leaders.....

- Can you admit mistakes?
- Do you want to blame others?
- Give a succinct, forthright apology?
 - “I made a mistake – I regret that.”



High Impact Leaders Learn from Failure

- **Glitch**
- **Bungle**
- **Setback**
- **False Start**
- **No BIG Deal**

- *Failure is not Negative*



Do you act like a High Impact Leader?

- Can you get a mutual commitment –
- Can you confirm that commitment –
- Do you inspire new ideas?
- Can you turn it into action?



High Impact Leaders Are Change-Agents

- Tell All
- **Listen** to your customer – Research
- **Listen** to your people – Board
- Make the changes necessary
- Take Action



Seven Secrets ”7”

Lead with your head live with your heart

Surround yourself with brilliance

Build the relationship

You cannot be loved by everyone

You understand “no”

Be willing to say good-bye

BE FAIR TO ALL



Lead with your head Live with your heart

- You don't have to like someone to work with them effectively
- Never embarrass anyone
- Raise others' expectations
- Be assertive without being aggressive



Surround yourself with brilliance

- Embrace brilliance
- Be self aware
- Know the strengths you need
- Brilliance can be housed in conflict
- BTW - Brilliance doesn't mean results
- Team shines/leader shines



Build the Relationship

- Connect with others; their needs, concerns, what makes them tick
- Build Trust and walk the talk
- Be an example for others
- BTW -Not very effective by email



“A smile is the shortest distance between two people”

You Cannot be Loved by All

- **It's about the work**
- **Not a popularity contest**
- **Respect is a different story**
- **It's about doing the right thing**
- **Get over it**





– You understand “NO”

‘No’ can diminish new ideas

Learn to say no without saying no

Yes, and...

NO = negotiate

No means maybe, maybe means yes

Be Willing to Say Good-bye

Identify the behavior is the problem

- Get the facts/take action
- One negative person has the ability to influence many
- If someone desires/threatens to leave, let them go
- Move on

When it's your time, go gracefully



Be Fair to All

- Issue vs. person
- Everyone is a VIP
- Defend the right to disagree
- Be sure to look beyond the scope of your own values



Six Critical Messages

- I believe in you
- I trust you
- I know you can handle it
- I'm listening to you
- I care about you
- You are important



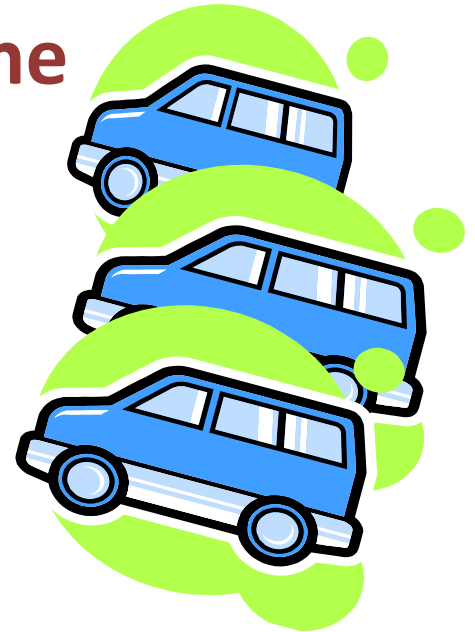
Ideas

- **Everyone:**
 - Is on the outreach committee
 - Knows the organization's story
 - Looks for funding, collaborators
 - Knows how to be identifiable...
Marketing Brand
 - Works as a key player on the team



A Lively Organization

- Has parking problems
- Changes the way things were done
- Explores new programs
- Takes risks
- Seeks challenges
- Fills the room with volunteers
- Reaches out to community
- Welcomes new members and growth



Are they listening?

- **Adults:**

- are more apt to listen to you and remember what you say, if you use humor.

- will retain 2 to 4 things in an hour.

- respond to visual stimuli and physical engagement

- show increase in recall when color is used

Will they Remember..

20% of what they hear

70% of what they hear, see, talk about

80% of what they hear, see, talk about
and DO

- The message here... Let's do it



As a Leader..



“If you think you can, or you think you can't, you're probably right.”

*Now you are a
Colorful, Successful
Leader*



Presented by Deb Fritz, National Service
Representative

dfritz@pta.org

National PTA www.pta.org

Taken from CarolTalks.com