Light Up your Colorful Leadership

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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

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…
  – Works as a key player on the team

Marketing Brand
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

• 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

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