

LEADERSHIP SMARTS

**Inspiration and Wisdom from the
Heart of a Leader**

Ken Blanchard

America's Best-Selling Business Author

Co-author *The One Minute Manager*[®]

HONOR  BOOKS

Inspiration and Motivation for the Season of Life

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Introduction

When I was in high school, we had a football coach who loved motivational sayings. They covered the walls of our locker room. Sayings like, “When the going gets tough, the tough get going” and “Quitters never win and winners never quit” were imprinted in my mind. When I started teaching and writing in the field of leadership and management, it was second nature for me to use sayings to help people remember key points.

That’s why I was thrilled when Honor Books asked me to write *The Heart of a Leader*, a book that included my favorite sayings. What you hold in your hands is an updated gift edition of that book, printed in an easy-to-carry format.

I hope these sayings will give you the leadership smarts you need to achieve high performance and remarkable results. I also hope you will come to realize that the best leaders are those who know their power flows through them, not from them.

God bless!

Ken Blanchard
June 2003

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The key to
developing people is
to catch them doing
something right.

Ken Blanchard and Spencer Johnson
The One Minute Manager®

Catching people doing things right is a powerful management concept.

Unfortunately, most leaders have a genius for catching people doing things wrong. I always recommend that leaders spend at least an hour a week wandering around their operation catching people doing things right.



People who produce
good results feel
good about
themselves.

Ken Blanchard and Robert Lorber
Putting the One Minute Manager® to Work

An effective leader will make it a priority to help his or her people produce good results in two ways:

- 1) Make sure people know what their goals are, and
- 2) Do everything possible to support, encourage, and coach them to accomplish those goals.



Praise progress.
It's a moving target.

Ken Blanchard, Thad Lacinak, Chuck Tompkins,
and Jim Ballard, *Whale Done!*TM

When a good performance is followed by something positive, naturally people want to continue that behavior. It's important to emphasize here not to wait for *exactly* right behavior before you respond positively. Otherwise, you might wait forever.

