

Chief
Dreamer

Happy 70th birthday
LARRY
John Key
Chief Dreamer!

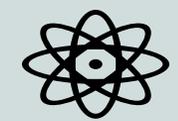




Gaining and Cultivating Trust and respect with your executive, and creating a relationship that works for you both



- Building trust with your boss or colleagues takes time.
- Your role is to support them and help them be a rock star in their field.
- You want to work as and be known as a "dream team".
- To do this you need to understand them, and yourself really well.



Meet Deadlines.

Be confident to make decisions on their behalf, so you only revert to them when you need to.

This does take time and a really good understanding of your boss and their role.



Always behave with dignity & professionalism.

Having a high level of discretion is critical for a trusting relationship.

Never speak poorly of your boss.



Deal with things promptly.

Show great efficiency

Anticipate their needs and likely responses.

Always have their back.

Trust is a two way street

Tips for 'managing your manager'



- Get to know and understand their persona really well, you have to know what makes them tick.
- Understand their family and personal dynamics as well.
- Don't try to change them, it's all about working on the relationship.
- Work out their strengths and weakness.
- Help to enhance their strengths and prop up their weaknesses.
- Don't take their behaviour personally, sometimes it's not about you.
- If something needs talking about always speak up.
- If you are talking about a problem, always identify some possible solutions.
- Communications is the key.
- So is forgiveness, and letting go.

Tackling difficult conversations you would rather avoid



- Be calm
- Be honest
- Be open
- Be reasonable
- Be in a private space
- Timing is everything but don't delay
 - Talk about the problem
- Have some solutions/options at the ready
- Always offer or accept a genuine apology



Facing challenges head on, and creatively finding solutions when other might not persevere

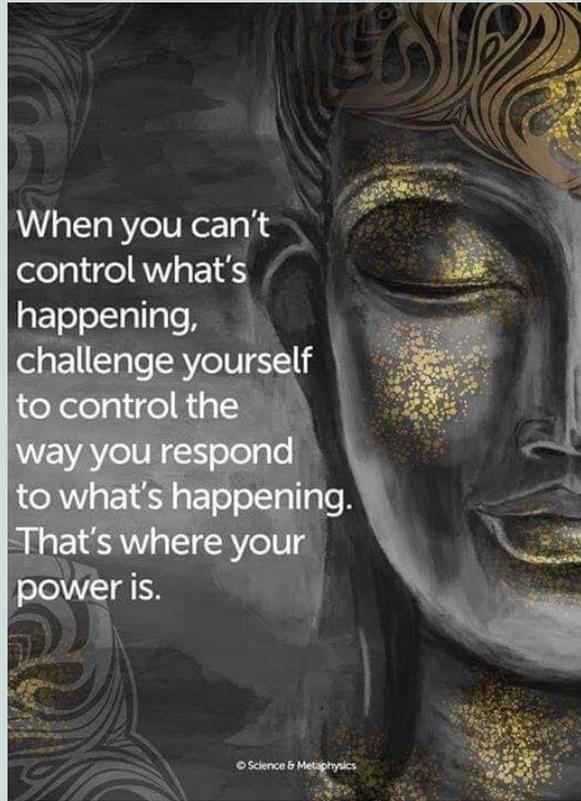
If you can't go around it,
under it,
or
over it,
you just have to
go through it!





Speaking up and putting your ideas across with confidence

- ✓ Some aspects of our jobs can be mundane, if you have a creative streak or are a great problem solver, coming up with new ideas can be a rewarding part of your role.
- ✓ You need to be able to show an idea has been well considered with all the pro's and con's identified.
- ✓ Specifically look out for unintended consequences of an idea.
- ✓ Have a good understanding of any costs involved in the idea.
- ✓ If you are going to sell an idea, do it with enthusiasm, back yourself and seek support from others.
- ✓ Timing is everything, make sure you can put your idea across at the right time with a full pitch, not in a rush or the wrong place.
- ✓ Sometimes you might come up with a great idea, but be open to it being the starting point, and something that will morph in to something else, don't be proprietary on your idea.
- ✓ If your idea gets traction do your very best to ensure it's success.
- ✓ Ideas can grow into dreams and good ones are worth sharing - turn dreams in to reality.



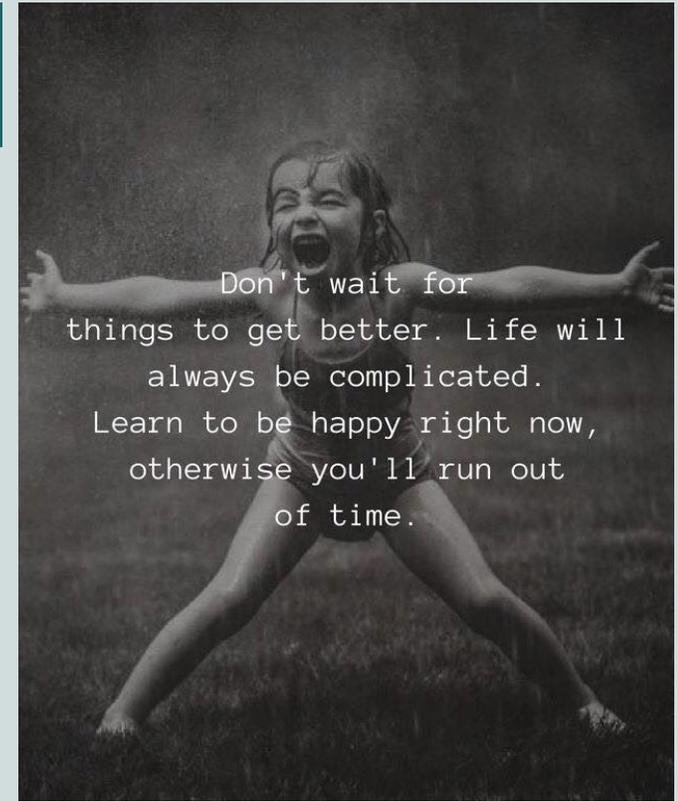
When you can't control what's happening, challenge yourself to control the way you respond to what's happening. That's where your power is.

© Science & Metaphysics

Coping with adversity at home, and at work, and becoming stronger for it

5 Stages of Grief

- Denial
- Anger
- Bargaining
- Depression
- Acceptance



Don't wait for things to get better. Life will always be complicated. Learn to be happy right now, otherwise you'll run out of time.

Talking about it can help, but know when to stop

In the words of Elsa from Frozen know when to "Let it go"

Crisis = Opportunity

Spend your time and energy on looking for something good from a bad situation

Reading body language

1. Crossed arms and legs signal resistance to your ideas.
2. Real smiles crinkle the eyes.
3. Copying your body language is a good thing.
4. Posture tells the story.
5. Eyes that lie.
6. Raised eyebrows signal discomfort.
7. Exaggerated nodding signals anxiety about approval.
8. A clenched jaw signals stress.

Bringing It All Together

The bottom line is that even if you can't read a person's exact thoughts, you can learn a lot from their body language, and that's especially true when words and body language don't match.





Negotiating, developing & enhancing your career

Build a strong reputation by:

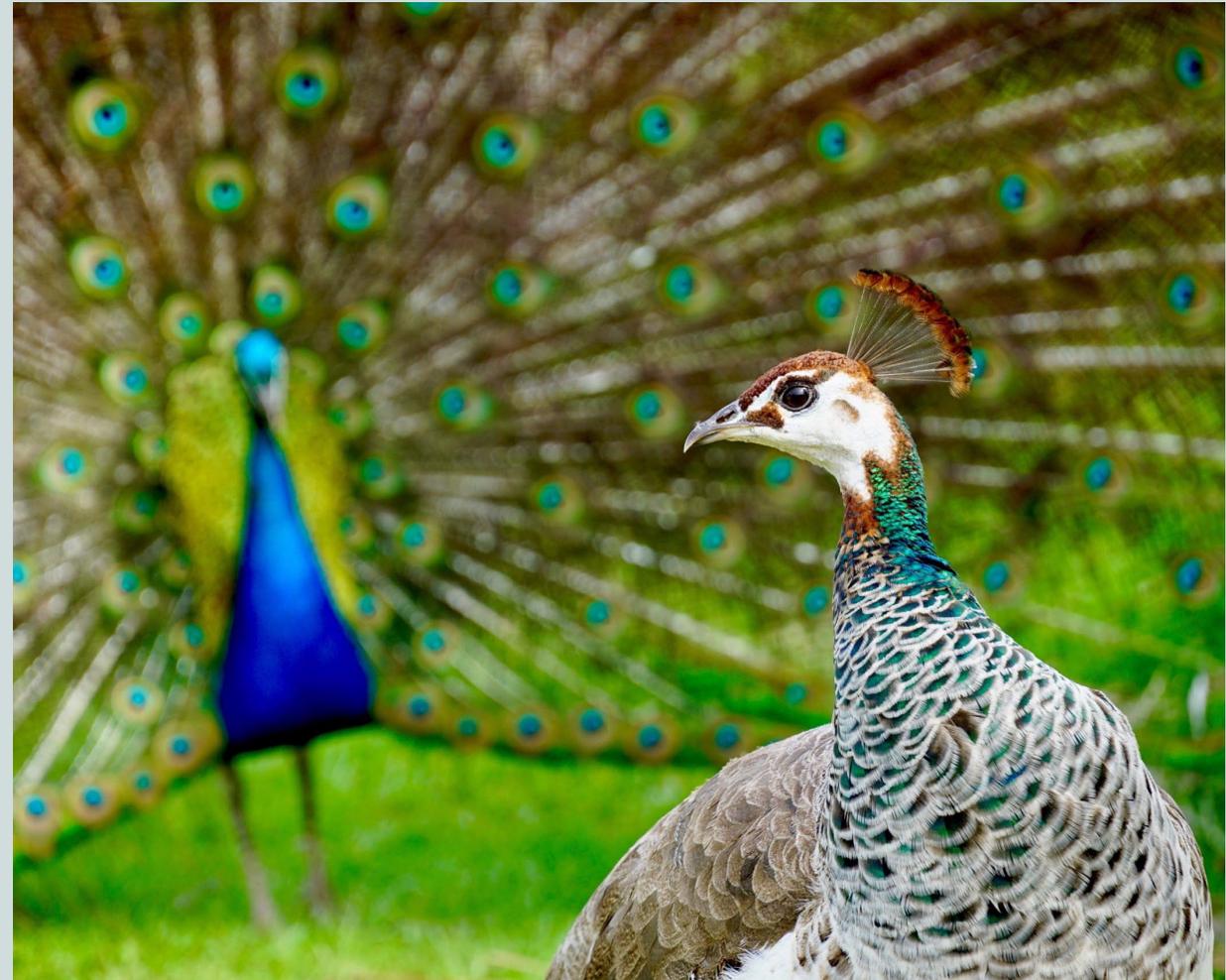
- Being a conscientious worker (smarter not harder can be good).
- Deliver what you say you will.
- Learn all about your sector, develop a great understanding of it.
- Be loyal (and if you can't be, don't stay – be true to yourself).
- Do everything with pride and professionalism.
- Grow great relationships, treat people well and with respect.
- Have a dream and a plan on how to get there but be open to diversions and dream modifications.
- Back yourself and if you are not getting what you believe you are worth, then ask for it.
- If it doesn't come and it's not right, don't stay but be realistic in your expectations..



Bringing your best self to your role every day

That means **being the best you, you can be**

- ✓ Don't spend your life trying to be someone you're not
- ✓ Know who you are, and how to maximise your strengths and minimise your weaknesses
- ✓ Be consistent in the way you behave so that people who deal with you know what to expect
- ✓ Park your private life with your car in the carpark when you get to work
- ✓ Organise yourself
- ✓ Minimise distractions
- ✓ Embrace and be open to change
- ✓ "If you can't say something nice"my Nana use to always say "it's best to say nothing at all"
- ✓ That said, be open to giving and receiving constructive criticism
- ✓ Tolerance, empathy and forgiveness go a long way in life, lead by example
- ✓ Know your way to deal with stress and don't let it rule you
- ✓ Find joy in your day not only from the big things but the simple things
- ✓ Nurture a culture of belonging and feeling valued in your organisation
- ✓ Laugh at yourself
- ✓ Look after yourself, nourish your body and your soul with the right foods
- ✓ Balance is the key
- ✓ Know your dream



JOHN'S KEY FOR SUCCESS

“You need to know what success looks like” in other words, you’ve got to have a dream.



Dare to have a dream

Having a dream is like having a road map. It provides a pathway and a starting point. Not all dreams have to be big but it’s good to have a big one.



Know your dream

When you know what your dream is that’s like being in the car and following the road map. You can plan where you are going.



Live your dream

Living your dream is the journey! Some days the road will be long and smooth and other days not so much! But life is about the journey and growing along the way. It’s not the destination.



That is nearly it thank you!

Shamelessly now I am going to promote one of my precious dreams.

My daughter Jess Bailey – singer & songwriter known as Fables – Her EP is called Portraits and you can find her on Spotify or Bandcamp. <https://open.spotify.com/artist/1idSfiC0wnGTZM7xohuAqk>

She has a small Pop Up Art Exhibition this week

At **Ponsonby Central** Mon – Saturday 9 am – 7.30 pm.





I'm out of time now but here are a few motivational quotes and links for your take-home PDF

"There is nothing noble in being superior to your fellow man; true nobility is being superior to your former self." — Ernest Hemingway

"The soul is placed in the body like a rough diamond, and must be polished, or the luster of it will never appear" **Daniel Defoe**

Dealing with Stress: <http://www.marcandangel.com/2014/10/05/11-ways-to-let-go-and-feel-less-stress/>

Feeling Good: <https://www.facebook.com/lifecoachschool/videos/10210417125730876/>

Genelle Bailey: thirtyeightJK@gmail.com



Jess Bailey/Fables: jessica.emily.bailey@gmail.com if you ever need a singer/songwriter/artist!

TO THYSELF BE TRUE!

A successful business man was growing old and knew it was time to choose a successor to take over the business. Instead of choosing one of his directors or his children, he decided to do something different. He called all the young executives in his company together. "It is time for me to step down and choose the next CEO," he said. "I have decided to choose one of you."

The young executives were shocked, but the boss continued. "I am going to give each one of you a seed today - a very special seed. I want you to plant the seed, water it, and come back here one year from today with what you have grown from the seed I have given you. I will then judge the plants that you bring, and the one I choose will be the next CEO."

One man, named Jack, was there that day and he, like the others, received a seed. He went home and excitedly, told his wife the story. She helped him get a pot, soil and compost and he planted the seed

Every day, he would water it and watch to see if it had grown. After about three weeks, some of the other executives began to talk about their seeds and the plants that were beginning to grow. Jack kept checking his seed, but nothing ever grew. Three weeks, four weeks, five weeks went by, still nothing. By now, others were talking about their plants, but Jack didn't have a plant and he felt like a failure.

Six months went by - still nothing in Jack's pot. He just knew he had killed his seed. Everyone else had trees and tall plants, but he had nothing. Jack didn't say anything to his colleagues, however. He just kept watering and fertilizing the soil - he so wanted the seed to grow. A year finally went by and all the young executives of the company brought their plants to the CEO for inspection. Jack told his wife that he wasn't going to take an empty pot. But she asked him to be honest about what happened. Jack felt sick at his stomach. It was going to be the most embarrassing moment of his life, but he knew his wife was right.

He took his empty pot to the board room. When Jack arrived, he was amazed at the variety of plants grown by the other executives. They were beautiful--in all shapes and sizes. Jack put his empty pot on the floor and many of his colleagues laughed. A few felt sorry for him! When the CEO arrived, he surveyed the room and greeted his young executives. Jack just tried to hide in the back.

"My, what great plants, trees, and flowers you have grown," said the CEO. "Today one of you will be appointed the next CEO!"

All of a sudden, the CEO spotted Jack at the back of the room with his empty pot. He ordered the financial director to bring him to the front. Jack was terrified. He thought, "The CEO knows I'm a failure! Maybe he will have me fired!". When Jack got to the front, the CEO asked him what had happened to his seed.

Jack told him the story. The CEO asked everyone to sit down except Jack. He looked at Jack, and then announced to the young executives, "Here is your next Chief Executive! His name is Jack!"

Jack couldn't believe it. Jack couldn't even grow his seed. How could he be the new CEO the others said? Then the CEO said, "One year ago today, I gave everyone in this room a seed I told you to take the seed, plant it, water it, and bring it back to me today. But I gave you all boiled seeds; they were dead - it was not possible for them to grow. All of you, except Jack, have brought me trees and plants and flowers.

"When you found that the seed would not grow, you substituted another seed for the one I gave you. Jack was the only one with the courage and honesty to bring me a pot with my seed in it. Therefore, he is the one who will be the new Chief Executive!"

Moral:

If you plant honesty, you will reap trust

If you plant goodness, you will reap friends.

If you plant humility, you will reap greatness.

If you plant perseverance, you will reap contentment

If you plant consideration, you will reap perspective.

If you plant hard work, you will reap success.

If you plant forgiveness, you will reap reconciliation.

So, be careful what you plant now; it will determine what you will reap later.