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"Finding the Leader Within"



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The Power of Leadership *“Finding the Leader Within”*

Unlocking the Door to Success
and True Happiness in Your Life.

By Daniel Sweet & Debra Sweet

This book is Part One in the Power of Leadership Book Series.
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The Power of Leadership: Volume 1

“Finding the Leader Within”

By Daniel Sweet & Debbra Sweet

Published by Pro Publishing Company

Editing by Daniel & Debbra Sweet

www.PowerOfLeadershipBooks.com

Email: info@PowerOfLeadershipBooks.com

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ISBN 978-0-9818044-0-8

Printed in the United States of America, July 2008

First Revision May 2009

Cover Design by Daniel Sweet & Debbra Sweet

Graphic Arts and Promotional Materials provided by

www.SweetMarketingSolutions.com

This book is designed to provide general information and entertainment to its readers on the subject of leadership. While all the stories and anecdotes described herein are based on true experiences, some of the names may be pseudonyms, some stories are compilations, and some situations may have been changed or edited for content, educational purposes and/or to protect each individual's privacy.

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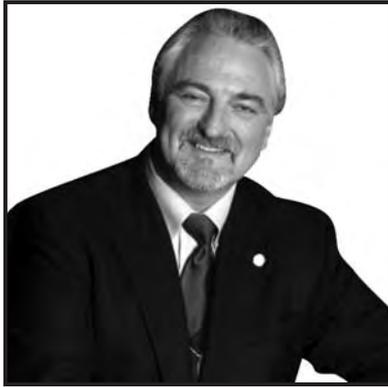
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*“If your actions inspire others to dream more,
learn more, do more and become more,
you are a leader”*

- JOHN QUINCY ADAMS



Ivan R. Misner, Ph.D.

Called the father of modern networking by CNN, Dr. Ivan Misner is a New York Times bestselling author. He is the Founder and Chairman of BNI (www.BNI.com), the world's largest business networking organization.

His latest books, *Masters of Sales* and *The 29% Solution* can be viewed at www.MastersBooks.com and www.29percentsolution.com. Dr. Misner is also the Senior Partner for the Referral Institute, an international referral training company (www.referralinstitute.com). He can be reached at misner@bni.com.

Foreword

In the Introduction to this book, Daniel and Debra Sweet state, *“True leadership reflects the ultimate ability to give. You give a part of yourself each time you serve and the best leaders know that their return is often the personal fulfillment in knowing that through leadership and giving, the leaders receive back in abundance”*. This statement refers to the universal law of reciprocity, summed up by the old adage “give and you shall receive,” and for over twenty years I have been leading a very successful international organization based on practicing that law.

Having studied briefly under one of the world’s leading experts on the topic at USC, Warren Bennis, I am absolutely convinced that the real power of leadership is in the ripple of positive effects which result when an individual influences others through serving as an example and guiding by empowering those they are leading.

The Power of Leadership is filled with insight from leaders who exemplify what it truly means to be a leader. They are beacons of strength and character who have dedicated themselves to succeeding by helping others to succeed. Their words, stemming from depths of experience, will teach you what it takes to build unwavering character and become a leader capable of achieving success for yourself and others.

We now live in a fully global society and there is no shortage of opportunities to help other people. People across the globe are more connected than ever and if you want to make a positive contribution to the lives of those you cross paths with and find more fulfillment in your own life, spend some quality time with this book and find your inner leader. Leadership opportunities abound everywhere and now is the time to take action.

Ivan R. Misner, Ph.D.
Founder of BNI
New York Times Bestselling Author

Introduction

Daniel & Debra Sweet

This book is Volume 1 of a 12 Part Series on the Power of Leadership. We are dedicating this book to all seekers of greatness, the unique individuals who want to rise up from where they are in life right now and seek a brighter future. This can only be accomplished by first finding and developing the leader within themselves.

In this volume on Finding the Leader Within, you'll uncover personal stories of inspiration and instruction from other people, some maybe even just like you, who have gone from rags to riches – mentally as well as monetarily – and how you can too.

Leadership usually comes to most people because they are either thrust into it or they are willing to step forward and take on a leadership role. When one thinks of leadership, there is usually an understanding that along with the position in title and duty, responsibility and accountability to others comes along with it.

Being a leader is not always about being in business. People find challenges in their daily lives in many different ways. Leadership skills come in handy whether you are raising children, counseling a friend, looking for a job or dealing with an uncomfortable situation.

There are some who we have met who, unknowingly, walked with the propensity of dynamic leadership. They have inspired, taught, mentored and helped others to reach greatness without giving it much thought. Through the real life stories and heartfelt sharing in **The Power of Leadership: “*Finding the Leader Within*”** our goal is to inspire you to see that you too, have great leadership skills.

Some people are born with behaviors that emanate strong leadership tendencies. Others have learned how to be a leader.

There are people we have seen over the years who have displayed a heart to serve, to lead, to learn and to grow. Some of these people are stepping forward and taking on the mantle of leadership. Others will sit quietly on the sidelines hoping for the opportunity to give. They hope that someone will notice and offer them the chance to speak up. These quiet supporters of leadership are uncertain of how to make their heart to serve known.

This book is geared to inspire, encourage and support all of the above. Our goal is to share and teach, to guide and to give so that you too can confidently step forward becoming a strong leader in your own circle of influence.

The best leaders are not those who become leaders for the sake of power. The best leaders are those who serve others with their ability to make choices and decisions and then stand behind them. They walk with integrity in order to better the lives of the people they lead.

True leadership reflects the ultimate ability to give. You give a part of yourself each time you serve and the best leaders know that their return is often the personal fulfillment in knowing that through leadership and giving, the leaders receive back in abundance.

To become a leader of others you must first have learned to lead yourself. That takes discipline, dedication and a willingness to always go the extra mile. We all have an inner burning desire to better ourselves in some way. It takes commitment and tenacity.

Think about it. You personally have probably seen normal people do extraordinary things. Like the kid who finally stands up to the bully or the average guy who gets up the nerve to quit his job, follow his dreams and go into business for himself.

You've also seen extraordinary people do what seems like near supernatural feats. Like Martha Stewart going from down-

trodden teenager to household name with national superstar status in only a few short years, end up in jail then rise from the ashes and make a major come back. Even Donald Trump went from middle class to ultra rich, to completely broke and back to very rich again – and even more famous than he was before!

As a young man, Abraham Lincoln was a dismal failure in business. He gave up his law practice and was forced into bankruptcy. As you well know, Mr. Lincoln later went on to become President of the United States and one of the most beloved one's at that!

Do you wonder how they did it? They found the leader within themselves and the courage to act on it. Not just thinking about it, but also taking action! That is the most crucial point in accomplishing goals.

You must take action... now. Not tomorrow, next week or later when you feel the timing is right. Do it now. Just like you are taking action by reading this book. You are one step closer to greatness just because you are taking action.

Leaders take immediate action. You can do this too. Smart leaders seek the guidance of others who have gone before them; so enjoy the true life examples in this book. The authors have given their story to you to share, guide and inspire. If you wish to contact any of the authors, please do so. They have graciously made themselves available to you by including their contact information.

Follow in their footsteps, learn from their mistakes, rejoice in your triumphs and you too can achieve greater things in life for yourself and for your loved ones.

Section 1:

Creating Your Foundation for Leadership



Daniel Sweet

Daniel Sweet is the creator and CEO of Pro Publishing Company and of the Power of Leadership book series. Daniel owes much of his knowledge and success in leadership to studying the Bible and to his mentor, a powerful man of God who is the founder of the Association of Christian Fellowships, Mr. R. Frank Tulak.

A dynamic and growth minded individual, Daniel Sweet has been an entrepreneur since 1978 at the early age of twelve years old. Since then he has been a professional musician and an award winning recording artist appearing on stage, radio and on TV. He has started and run a multi truck carpet cleaning company and published a monthly magazine among various other endeavours. He is currently the owner and CEO of Pro Publishing Company while simultaneously co-owning and operating an integrated communications marketing firm with his wife of 17 years, Debra Sweet.

Daniel is also an active investor in real estate, owns several small online businesses and is an ordained minister. He is serving as President and Senior Pastor of a national Christian biblical research ministry found at www.GodsWordFirst.org.

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Chapter One

*How Do We Define Leadership?**Daniel Sweet*

Wherever you see a successful business, know that there is a leader making courageous decisions. This person walks the path that others dream of but fear to tread. The path to becoming a leader is actually a path of personal growth, learning how to utilize all of one's resources and becoming all that one can be.

Most believe that leadership is an innate quality that some have, not others. They believe that leaders are born not made. Nothing can be further from the truth. Each one of us has the potential to stand tall, be a light to others, clearly define a vision and mission and take charge. Within every individual, an "Inner Leader" is waiting to be born. So how are leaders different from the ordinary?

First, let us define leadership so that we are all on the same page. Leadership is the process by which a person influences others to accomplish an objective. Leaders have vision, which they share with others. The leader binds a group of people with beliefs, values and knowledge.

Many individuals think of a leader as having power over others. These leaders mistakenly use their power to dominate and control. This is not leadership, but domination. It is a sign of weakness, not strength.

True strength comes from understanding that the real function of a leader is to serve, to actualize a larger vision, and be dedicated to a cause beyond one's personal concerns. Rather than think that others are there to serve you, realize that each person on your team is someone you are there to help. It is your job to bring out the best in him/her. When you help them become all they can be, when you share your vision and bring it alive in

them, you are truly leading.

This key can be implemented by putting your attention on the well-being of others, not just necessarily on your goal. Others, sensing your concern, feel cared for and uplifted. They naturally work to the best of their capacities and offer support in return.

True leadership is more of a relationship between the leader and the followers than it is about the person who is in charge. Leadership is lifting a person’s vision to higher sights, the raising of a person’s performance to a higher standard, the building of a personality beyond its normal limitations.

The foundation of this relationship is trust. Ethics refer to the principles that define behavior as right, good and proper. There is a strong link between leadership and ethics. Leaders must themselves be ethical in their decisions and actions in order to influence others to behave accordingly. On the other side, a leader with poor ethics will develop a following of people who produce strife, contention and little to no positive results.

Leadership is an art that you can master. It calls for you to raise your performance to higher standards and think outside your limitations. The basis of good leadership is character and the willingness to make sacrifices for the sake of the people in your organization. In short, it takes nerve!

Leaders, by definition, set examples for others to follow. However, before that happens, they will have to prove their worth. Those expected to follow are constantly observing leaders. For this reason, integrity and courage define leadership better than any pompous statement of job title, credentials or college degree!

Are You a Driver or a Leader?

The following is a true story about a leadership training seminar held by Joe Batten. He is an accomplished public speaker and

member of the National Speaker's Association Hall of Fame. He wrote the best selling book titled: "Tough-Minded Leadership".

A number of years ago, Joe met with a group of 35 CEOs for a daylong seminar on his favorite subject, Leadership. Early in the presentation, he asked them, "How many of you are leaders in your company?" Every person in the room raised his hand. Joe smiled and said, "I'll ask you the same question after I share this true story with you."

In the Middle-East there are two countries, separated only by a border, who have large sheep and mutton industries. The cultures of the two countries are radically different and they are hostile to each other. In fact, they have even fought wars with each other.

In one country, the shepherds walk behind their flocks. In the other country, the shepherds walk in front of their flocks. Now remember, this is a true story.

In the country where the shepherds walk behind their flocks, the quality of the mutton and the wool is poor and it is not a profitable industry.

In the country where the shepherds walk in front of their flocks, the quality of the mutton and wool is excellent and the profitability is high.

Why?

In the flocks where the shepherd walks behind and pushes, drives, corrects, and is always in charge, the young sheep grow up afraid to stray from the flock for fear of being rapped up-side the head by the shepherd's staff or having the dogs sent out to round them up.

They have no opportunity to explore for better grass and water, or to play with other young lambs. They simply become

obedient, passive and apathetic. By the time they are grown, they have lost all initiative. They are not really healthy.

In the country where the shepherds walk in front of their flocks, the young lambs have plenty of opportunity to stray, play, experiment, and then catch up to the flock. Instead of feeling overly controlled, compressed, repressed, depressed and suppressed, they feel free, empowered, enhanced and stretched. They eat more, sleep better and grow up large and healthy. They are truly led."

When Joe finished his story, assuring the executives once more of its authenticity, he asked again, "How many of you truly lead in your company?" Not a hand was raised.

The reason I told you Joe's story was to make a distinction between *Driving* an organization forward and *Leading* it toward success, and to let you know that that is a fundamental choice you can make. I feel it is the most important decision you have to make in order to succeed.

I say you are Driven by your fears and you are Led by your values and your vision. Leaders lead by virtue of their vision (and your vision is the experience and expression of your values). That is what people really follow- Vision. Nobody likes to be driven. As the leader in your organization, it is your duty to create, communicate and hold a powerful and empowering vision for yourself and your people.

Remember the moral of Joe's story. Driving your organization is not healthy; choose instead to lead by example guided by your vision.

Let us now analyze the ten major characteristic of a good leader.

1) Honesty - Reliable behavior on your part will win trust and respect from others.

2) Vision - You need to be able to see ahead and set goals for the future.

3) Inspiration - The best way to motivate others to reach new heights is to teach them to believe in themselves.

4) Intelligence - Learn from every situation, and from those who have a certain expertise that you might lack. Observe, ask questions and always be seeking knowledge - that is what true intelligence is all about.

5) Fair-mindedness - As a leader, it is much more important to be fair than to be popular. Playing favorites is a sure fire way to failing as a leader.

6) Open-mindedness - An open-minded leader is an effective one.

7) Boldness - You must have the nerve to take calculated risks and maintain the ability to stay calm and confident under pressure.

8) Imagination - Be creative in the way you set new goals, plans and methods.

9) Perseverance - In the words of Thomas Edison, "Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time."

10) Courage of Conviction - It takes courage to deviate from the trodden path and lead people to success.

Now take a moment to find out what makes leaders thrive.

Leaders are risk-takers. They thrive on adversity and challenges but the more important attribute is that most of them are also capable of managing and mitigating their risk.

True leaders understand and appreciate that great things are rarely achieved single-handed - a team is required to achieve success. One of the traits of a truly great leader is their ability to build a powerful and successful team of like-minded people. Leaders succeed by helping people they work with become successful themselves.

Leaders are good listeners. It is a commonly held belief that leaders are impatient and rarely listen to others. In fact, the truth is the quite the opposite. They have the innate ability to foster good relationships among team members and have exceptional communication skills that inspire total commitment and follow through from their co-workers.

Leaders are quick decision makers. Strong leaders are quick on their feet when taking decisive action, great at making spontaneous decisions and good at long-term strategic thinking. It is their general awareness, alertness, the ability to read and analyze a situation and the tendency to think strategically that makes them the great leaders that they are.

Good leaders are not control freaks. It is true that one of the basic characteristics of leaders is their need to control things. However, what makes them different is the way they respond to stress. Their performance under pressure is what sets them apart from the crowd. Good leaders become effective leaders by being able to delegate responsibilities and inspire trust among the followers.

Conclusion

If you are seeking to become a stronger leader, you will have to show confidence, energy, determination, self-discipline, will-power, and spirit. Only then will you be able to motivate others and lead them to greater achievement. I believe everyone can improve their leadership skills, provided they follow a leader of their own.

Finding and developing the leader within yourself is more about the journey, not the destination.

Luckily, for you, expert guidance is available in the form of this book and by all the contributing authors herein. They are here for you; they have given you their contact information and are waiting for you to get in touch with them.

Allow them to guide you by reading their words and through personal interaction with them. Turn to them for guidance and you will be well on your journey to finding and growing the leader within yourself for greater health, wealth and prosperity.

*“If I have seen farther than others, it is because
I was standing on the shoulder of giants.”*

- Isaac Newton

The Power of Leadership is filled with insight showing what it means to be a leader. The authors are beacons of strength and character dedicated to helping others succeed. They will teach you what it takes to build unwavering character and become a leader capable of achieving success for yourself and others.

In **"Finding the Leader Within"**, you'll uncover personal stories of inspiration and instruction from people, who have gone from rags to riches – emotionally and financially – and how you can too.

This book is geared to inspire, encourage, share, teach and guide you to confidently step forward toward finding the leader within yourself for greater health, wealth and prosperity.

"Most true leaders do not dream 'I am going to become a leader.' They tend to evolve into the leader from a sincere interest or passion they have to see others succeed. This book will help you recognize the benefits and the potential you have within yourself and is written by those foot soldiers that have been in the trenches. This book will guide you to Find the Leader Within."

Bill Ulvund
Referral Institute of Michigan
Franchise Owner

"Often the best leader– is the one who was once a great follower. To achieve your full leadership potential, your success depends upon the people who will lead and guide you. This book will help you embrace your vision, ignite your passion and empower others by learning from those who have proven their leadership skills."

Greg Haughton
Three Time Olympic Medalist
and World Champion



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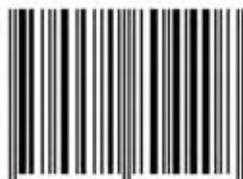


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ISBN 978-0-9818044-0-8



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