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Designed to  
Bring Out the  
Leader In You

Opening the Door to Success  
and True Happiness in Your Life

# The Power of Leadership

*“Becoming the Leader  
Others Will Follow”*



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**Daniel Sweet & Debra Sweet**

# The Power of Leadership

## *“Becoming the Leader Others Will Follow”*

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

By Daniel Sweet & Debra Sweet

This book is Part Two in the Power of Leadership Book Series.  
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# **The Power of Leadership: Volume 2** ***“Becoming the Leader Others Will Follow”***

By Daniel Sweet & Debbra Sweet

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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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## Foreword

*Greg Haughton*

**T**he Power of Leadership “Becoming the Leader Others Will Follow” is a valuable resource for you in your journey to becoming a leader. Loaded with experience, wisdom, encouragement and enlightening information and instruction, this book is a tool for you to come back to again and again.

As a Three Time Olympic Medalist, World Champion, and Goodwill Games Champion, I now enjoy the opportunity to utilize my experience and knowledge to assist individuals in reaching their highest potential. I have experienced the joys of being on top and the frustration felt when one fails to reach an athletic goal. Throughout my athletic career I knew that success was non-negotiable and that it would take much sacrifice, commitment, discipline and teamwork to be victorious.

The path to achieving success is a formidable one without the right support and guidance. With the experience, knowledge and wisdom gained from my mentors such as Dr. Harold Davis, Jim Rohn, Mark Dyer, Jerry Clark and my mother Florence Williams, I was better prepared mentally to deal with the many challenges that came along. These mentors taught me to become a leader first for myself, and through that I have become a leader that others now follow.

This philosophy of ongoing learning and self development has helped me to work tirelessly in search of personal gratification through excellence; you can do the same. As a leader I now help make a positive difference in the lives of the people with whom I come in contact. Encouraging others to seek the guidance of mentors that have the hands-on experience that can make a difference in their life and career keeps the cycle of leadership strong.

Today’s leaders need to teach and guide the leaders of tomorrow. Successful individuals rarely make it on their own; they succeed

because they enlist the help and experience of individuals who can lead and guide them along the way – individuals whom they may rely on for counsel, motivation, key techniques, and strategies. This is the vision and inspiration that you will find within the Power of Leadership “Becoming the Leader Others Will Follow”.

I strongly believe that with hard work and the right guidance, you will become the true leader that will lead others; but you must first liberate yourself from the old realities or justifications that prevent you from reaching your highest potential. To have a long lasting life and career, you’ll need to learn how to retrieve information that can help get you to the next level, where you no longer rely on feelings and thoughts, but precise know how that has already proven itself.

No one has all the answers to all questions. However, we can all share a few answers from our own experience that can make a difference in each others life. To reach your highest potential, you must learn how to tap into the confines of your mind to retrieve the truth that lies within you. Enjoy the knowledge you discover within the following pages and embrace your journey of discovery as you too become that leader that others will follow!

## *Introduction*

*Daniel Sweet*

This book is Volume 2 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 become a leader that others will follow. This can only be accomplished by understanding and developing the leadership skills needed for accomplishing that goal.

In this volume you'll uncover personal stories of inspiration and instruction from other people, some maybe even just like you, who have gone from follower to a leader of others – and how you can too.

This goal can best be accomplished by becoming a serious student of life and business. Quality leadership begins on the inside and then works its way out. By setting the pace, walking the walk and displaying courage and strength when many refuse to step up to the challenge you are separating yourself from the pack. Exercise courage in the face of adversity responding quickly and favorably in any given situation. Give yourself time to cultivate the many leadership skills outlined in this book and you will become a leader that others will follow.

While it is true that effective leadership is about what you do, more importantly it is about who you are. Character is the biggest factor... What you do represents the outer person and who you are represents the inner person. One can not be stronger than the other; there must be balance between the two for maximum effectiveness.

In your quest to becoming a leader that others will follow, you must first begin by seeing yourself as a role model worthy of being followed by others. Seeing yourself as an example to others and setting the standards that they will be following is where it all begins. You must have the mind-set and vision of being a leader

before any of your leadership goals can come to pass. This was covered in great depth in Volume 1 “Finding the Leader Within”.

In “Becoming a Leader that Others Will Follow, you will learn that influencing motivation is the quickest way to gaining loyal followers.

As a leader you have the power to influence motivation. A person’s motivation is a combination of desire and energy directed at achieving a goal. Influencing someone’s motivation means getting them to want to do what you know must be done. The key to successful leadership is influence, not authority. People can be motivated by such forces as beliefs, values, interests, fear, and other worthy causes. Some of these forces are internal, such as needs, interests, and beliefs. Others are external, such as danger, the environment, and pressure from a loved one or following a leader whom they respect and admire. There is no simple formula for motivation; you must keep an open viewpoint on human nature.

In business, there are primarily two kinds of power: Position Power and Ascribed Power. Position power is the type you gain when you are promoted to a position of authority or management in an organization. Your power is generally recognized by your job title. When you become a manager in a company, you automatically have certain powers and privileges that go along with your rank and title. You have the authority to make certain decisions, give direction and order people around. With position power you can be a leader whether or not anyone likes you.

The best one can hope for in a position of power is “informed acquiescence.” This is a rule-based compliancy in that the workers learn the rules and agree to abide by them. Rules work their way from the top-down in a fairly controllable and predictable manner. Thus a large organization becomes management-orientated and in turn, a bureaucracy. And it is this bureaucracy that tends to slow things down.

Ascribed power is the kind of power you gain because of the kind of person you are. In every social group, organization or business,

there are always those who are found as influential, regardless of their position or title, being looked up to by others. These are the people who are true leaders because of their characteristics and personalities. Others are drawn to them as followers because they see the potential for greatness in themselves merely by association or by following their lead with confidence.

In addition to being motivated to do better, they are truly inspired to strive. While motivation is controlled somewhat by outside factors, inspiration is more inside the individual (soul or spirit) and is usually considered the greatest motivator. Being freed from the crippling pace of bureaucracy, companies whose leaders have ascribed power operate better and move faster.

Brain Tracy, one of America's leading authorities on human potential and personal effectiveness, says that motivational leadership is based on the Law of Indirect Effort. According to this law, most things in life are achieved more easily by indirect means than by direct means. What this means is that a hands off approach to leading others is often times more effective than a direct hands on approach.

For example, it is far easier becoming a leader of others by demonstrating indirectly that you have the qualities of leadership than it is by directly ordering others to follow your directions. Instead of trying to get people to emulate you, concentrate on living a life that is so admirable that others want to be like you without your saying a word.

It has been said that great leaders lead by first learning to be an even greater follower. Perhaps the most powerful form of motivational leadership is found in what is called "Servant Leadership". Confucius said, "He who would be master must be servant of all". The person who, with a heart of meekness, sees him or herself as servant, and who does everything possible to help others to be performing at their best accomplishing their goals, is practicing the highest form of servant leadership.

In the Bible, there is an account of a man who is widely recog-

nized as being one of the greatest leaders of all time. The name of this man is Jesus of Nazareth who later became known as Jesus Christ. He best exemplifies the servant philosophy. Whether you are a Christian or not, the story of what this man accomplished, and how he did it in a very short period of time, makes it worthy of closer examination.

His leadership skills were so powerful that all he had to say were two words “Follow me”. Because of who he was and what he stood for, eventually over four billion people decided to do just that. So how did a carpenter’s son from a small town in the middle of nowhere accomplish this amazing feat?

He had a plan. Jesus knew from a very early age what he believed he was destined to accomplish. He started by seeking mentors for higher learning. At the young age of 12 years old, he was found in the temple conversing with elders about the Torah. He lived a perfect life and others took notice of what he was doing and how he was doing it. The position of power and authority that people ascribed to him was hard earned by a lifetime of dedication to developing his knowledge and his leadership skills. It did not happen overnight, but he did make it happen in a mere 33 years!

Due to his actions he garnered over four billion loyal followers spanning nearly 2,000 years. If that is the upper threshold of possibility, then imagine how much can you accomplish with only a few years worth of effort!

Leaders are known to take immediate action. You can do this too. You just need some guidance by mentors who have gone before you; so enjoy the true life examples of the many contributing authors in this book. They are sharing their knowledge, experience and wisdom with you for your inspiration. If you wish to contact any of the authors, please do so. They are graciously making themselves available to you by including their contact information.

Follow their mentorship, learn from their mistakes, rejoice in your own triumphs and you too can become a powerful leader whom others will follow.

*“Better than a thousand days of diligent study  
is one day with a great teacher.”*

- Japanese Proverb

*“Follow me, and I will make you fishers of men.”*

- Matthew 4:19

The Power of Leadership book series 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 "Becoming the Leader Others Will Follow", you'll uncover expert instruction and personal stories of inspiration from people who have gone before you paving the road to successful leadership – and how you can be a successful leader too.

This book is written to inspire, encourage, share, teach and guide you toward confidently stepping into the role of a leader who others are following for greater health, wealth and prosperity.

*"Throughout my experience as an entrepreneur, I have sought out books which inspire leadership. I most enjoy those with real insights into successful leaders. In The Power Of Leadership, you get to learn about a wide array of successful people and what makes them tick. I not only gained inspiration but some great new contacts from this book!"*

Lisa Druxman  
Founder & CEO of Stroller Strides

*"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



US \$24.95



Daniel Sweet



Debra Sweet

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