



How ^{Leadership} ~~Leaders~~ Drives Change

Presented By

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HOW MANY OF US WOULD TEST BRILLIANT?

People 30 and older _____%

Adults 20-30 _____%

Young Adults 10-20 _____%

Children 4-8 _____%

Source: Release Your Brilliance by Simon T. Baily

FORWARD THINKING BUSINESS PSYCHOLOGIES

- Profitability and Time Valuation.
 - Talent Integration - Team Collaboration.
 - Innovative ways to Attract Attention and Service Clients.
 - Community and Volunteer Activities.
 - Relational Coordination (breaking down the silos).
 - _____
-



What I know/ skills

Skill power

_____%-_____%

How I feel/Emotions

Will Power

_____%-_____%

WORKPLACE PARADIGMS

Percentage of people who come to work feeling positive

_____ %

Percentage of people who come to work feeling negative, neutral or stressed

_____ %

EMOTIONAL DISTRACTIONS

Can impact personal / team happiness and performance

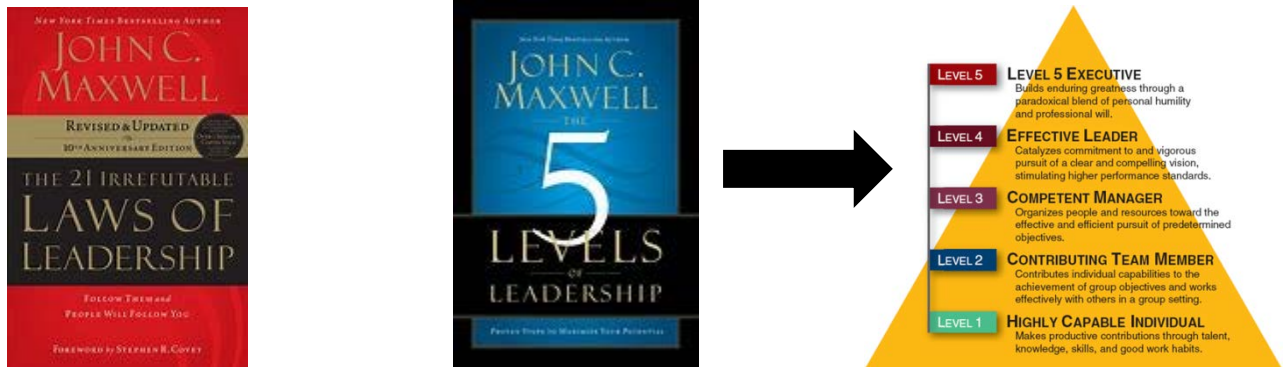
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C_____

JOHN MAXWELL



EFFECTIVE LEADERSHIP

•From John Maxwell's Book "Talent is Never Enough"

- More than _____% of all CEOs of Fortune 500 Companies had C or C- averages in college
 - _____% of US senators came from the bottom half of their school classes
 - _____% of US Presidents were in the lower half of their school class
 - More than _____% of millionaire entrepreneurs never finished college
- Peter Drucker said 'there seems to be little correlation between a man's effectiveness and his intelligence, imagination or his knowledge'
 - Leadership makes the difference...everything rises and falls with leadership

THE 21 IRREFUTABLE LAWS OF LEADERSHIP

1. **The Law of the Lid**
-Leadership Ability Determines a Person's Level of Effectiveness
2. **The Law of Influence**
-The True Measure of Leadership Is Influence – Nothing More Nothing Less
3. **The Law of Process**
-Leadership Develops Daily, Not in a Day
4. **The Law of Navigation**
-Anyone can Can Steer the Ship, but It Takes a Leader to Chart the Course
5. **The Law of Addition**
-Leaders Add Value by Serving Others
6. **The Law of Solid Ground**
-Trust Is the Foundation of Leadership
7. **The Law of Respect**
-People Naturally Follow Leaders Stronger Than Theselves
8. **The Law of Intuition**
-Leaders Evaluate Everything with a Leadership Bias
9. **The Law of Magnetism**
-Who You Are Is Who You Attract
10. **The Law of Connection**
-Leaders Touch a Heart Before Ask for a Hand
11. **The Law of Inner Circle**
-A Leader's Potential Is Determined by Those Closest to Him
12. **The Law of Empowerment**
-Only Secure Leaders Give Powers to Others
13. **The Law of the Picture**
-People Do What People See
14. **The Law of Buy-In**
-People Buy into the Leader, Then the Vision
15. **The Law of Victory**
-Leaders Find a Way for the Team to Win
16. **The Law of the Big Mo**
-Momentum Is a Leader's Best Friend
17. **The Law of Priorities**
-Leaders Understand That Activity Is Not Necessarily Accomplishment
18. **The Law of Sacrifice**
-A Leader Must Give Up to Go Up
19. **The Law of Timing**
-When to Lead Is As Important As What to Do and Where to Go
20. **The Law of Explosive Growth**
-To Add Growth, Lead Followers – To Multiply Lead Leaders
21. **The Law of Legacy**
-A Leader's Lasting Value Is Measured by Succession

The Law of the _____

-Leadership Ability Determines a Person's Level of Effectiveness

The Law of _____

-The True Measure of Leadership Is Influence – Nothing More Nothing Less

The Law of the _____

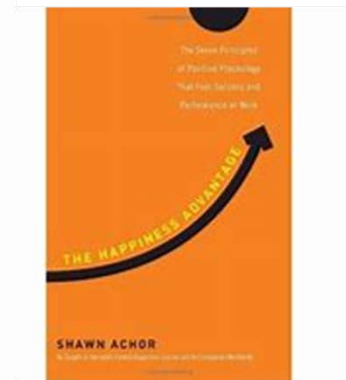
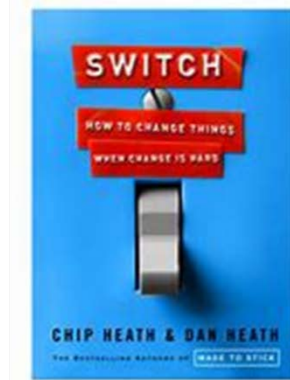
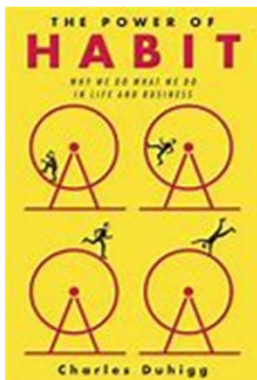
-Momentum Is a Leader's Best Friend

THE LAW OF THE LID

- Leadership ability is the lid that determines a person's level of _____
- The lower an individual's ability to lead, the lower the lid on his _____
- The higher an individual's ability to lead, the higher the lid on his _____
- It's important we don't mix up leadership lid with limited potential, our leadership lid limits our effectiveness

Abraham Maslow said, "Your potential is unlimited" and "the story of the human race is a story of men and women selling themselves short"

- Lid Language
 - I'm stuck
 - I'm maxed out
 - I'm stressed
 - No matter what I do, it's not enough
 - I've tried everything but nothing works
 - There are not enough hours in the day
 - I've taken it as far as I can go



THE LAW OF INFLUENCE

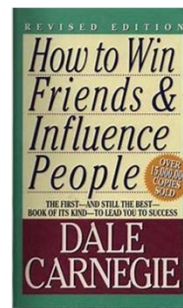
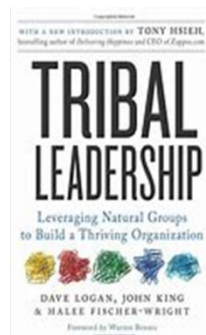
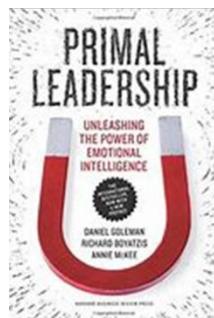
- Leadership is influence, nothing more, nothing less
- Leadership is not title or position, it's influence
(who are the leaders Influencers on your team?)
- Zig Ziglar said, “ You can have what you want, if you help enough other people get what they want.”
- To influence people:
Starts with listening to people
(Seek to understand, not to respond)
Change your focus to “How can I help you or what can I do for you”
- 5 Myths of Influence
 1. The _____ Myth – Leading and managing are the same
 2. The _____ Myth- People assume entrepreneurs are leaders
 3. The _____ Myth- Knowledge is power
 4. The _____ Myth- Anyone who is out in front is a leader
 5. The _____ Myth- Leadership is based on having a position

To be a leader you have to have followers.

In today's world, people are not going to follow you unless they

FEEL LIKE IT!

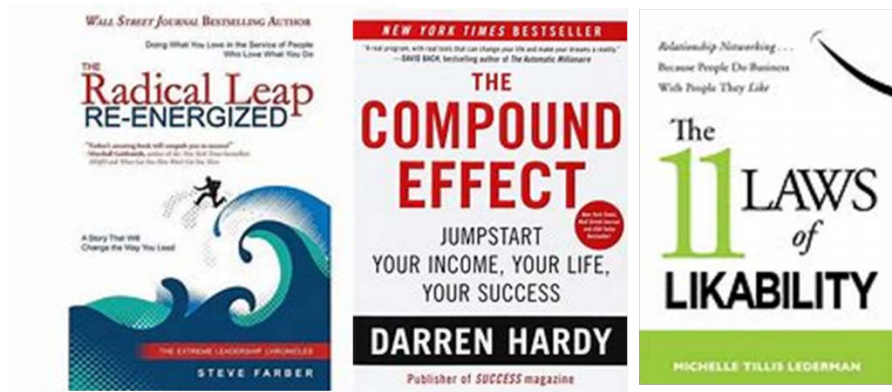
_____ % FACTOR



THE LAW OF THE BIG MO

Skill Power + Will Power

Creates Momentum



SELF ASSESSMENTS

The Oxford Happiness Questionnaire

AuthenticHappiness.org

Yourleadershiplegacy.com

POWER LIST OF 20 – GRATITUDE & APPRECIATION

- Person closest to you
- Children/ Family
- Job/ Life Purpose
- Co-Workers/ Fellow Volunteers

POWER LIST OF 20 – CREATING CHANGE

- Cultivating more happiness and Passion for what we do
- Ways we can improve our organization
- Ways we can attract new partnerships to our organization
- Ways we can grow our current partnerships



Dennis Budinich is the SVP Chief Culture Officer at Investors Bank. He is a member of *The National Speakers Association* and has been a speaker for numerous corporate events and at industry conferences across the country.

As Chief Culture officer at Investors Bank, Dennis is personally responsible for executive and management leadership development, employee personal and professional development, employee engagement and recognition.

Dennis is also involved in organization wide education and diversity programs.

Immediately prior to joining Investors Bank Dennis Budinich co-founded FTC Methods Inc in 2004, a highly successful professional development and consulting firm which operated primarily in the financial services industry. In his capacity as co-founder, Dennis developed engaging learning programs, and was a highly sought after public speaker, motivator, and educator.

Before co-founding his company, Dennis was recognized as a premier entrepreneur and business leader. He has owned several successful businesses, including a gourmet bread bakery, an auto paint supply company, and a restaurant. He also excelled in the world of financial sales where his achievements carried him to the levels of Top Producer, to Sales Manager, to Program Director.

Throughout his entire career, Dennis has dedicated himself to helping others be their best by sharing with them the most effective success principles and how to apply them. In all of his high-energy learning programs, Dennis shares the information he acquired in the fields of positive psychology and self science, as well as his personal experiences as a successful financial professional and entrepreneur.

