



# HABITS OF EFFECTIVE LEADERSHIP

Take the **Power of Habits** CHALLENGE  
*Give Up A Bad Habit for 21 Days*

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The Atlanta Chapter of the National Association of Real Estate Brokers (NAREB) promotes democracy in housing through professionals in all areas of the real estate industry with meaningful exchange of ideas about our business and how best to serve our clientele.

## HABITS OF EFFECTIVE LEADERSHIP

### What is Effective Leadership?

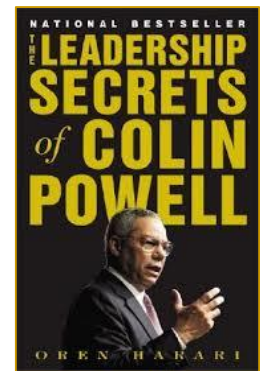
Action of leading a group of people or an organization. Effective leadership means being able to excel at personal and professional proficiency based upon a foundation of trust and credibility for people to follow the leader's directives. Self-improvement consists of learning from great leaders of both past and present. True leaders also learn from their own successes and failures, mentors and students, books and living life and from daily communing with wisdom drawn from a higher power.

### Effective Leadership Principles of Industry Leaders

Motivational and success oriented speakers like Four-Star General Colin Powell, Stephen R. Covey and others have various numbers of rules, habits or steps to motivate people to become highly effective leaders. Some advocate 5, 9 or more habits or steps while others proclaim much higher numbers. Here are the ever popular rules and habits prescribed by Powell and Covey respectively.

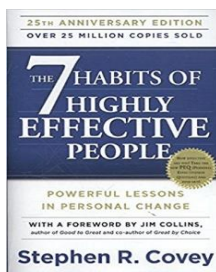
#### General Colin Powell – 13 Rules of Leadership

- Rule #1 – It ain't bad as you think. It will look better in the morning.
- Rule #2 – Get mad, then get over it.
- Rule #3 – Avoid having your ego so close to your position that when your position falls, your ego goes with it!
- Rule #4 – It can be done.
- Rule #5 – Be careful whom you chose.
- Rule #6 – Don't let adverse facts stand in the way of a good decision.
- Rule #7 – You can't make someone else's decision. You shouldn't let someone else make yours.
- Rule #8 – Inspect small things.
- Rule #9 – Share credit.
- Rule #10 – Remain calm. Be kind.
- Rule #11 – Have a vision. Be demanding.
- Rule #12 – Don't take counsel of your fears or naysayers.
- Rule #13 – Perpetual optimism is a force multiplier.



#### Stephen R. Covey – 7 Habits of Highly Effective People

- Habit #1 – Be Proactive
- Habit #2 – Begin With The End In Mind
- Habit #3 – Put First Things First
- Habit #4 – Think Win-Win
- Habit #5 – Seek First to Understand, Then To Be Understood
- Habit #6 – Synergize
- Habit #7 – Sharpen the Saw



THE POWER OF EFFECTIVE LEADERSHIP