

## Your Leadership Mastery Blueprint: The One Thing That Changes Everything

All leaders—no matter what their title or role or type of business—face strikingly similar challenges:

### Here are the Top 10 Most Common Challenges for Leaders:

1. An almost constant feeling of stress.
2. Time management and “work/life balance” issues
3. Lack of consistent confidence
4. Difficulty transferring from strategy and plans to execution, action, and results
5. Inconsistent performance and/or inability to perform optimally under pressure
6. Occasional self-sabotage in decision-making or action-taking (or inaction)
7. Trouble dealing with distractions and inability to adjust to change
8. Inability to set and reach both short- and long-term goals
9. Loss of true enjoyment in work.
10. Lack of a cohesive, reasonable, and comprehensive plan for overall development

All of these challenges can be traced back to one thing. Yes, one thing!

### So, what's the one thing that changes everything?

The understanding of, implications for, and ability to control the **energy** of performance—*this is what's at the core of leaders' challenges. And it's at the core of what can create outstanding leadership!*

When it comes to high performance, the vast majority of leaders are simply unaware of why they perform well one day and poorly the next. Rarely, if ever, does one's talent or level of competency change from day to day or even moment to moment; it's the leader's energy that is constantly changing.

Consider this—at the time of a big sales meeting or presentation, negotiating a new contract, making the go/no go decision on a critical project that is showing signs of trouble, having a difficult conversation with an employee, or in other important leadership performances, what's more important **in that moment**, your talent or the energy you're experiencing?

Your energy is what's behind how your talent will get used as well as the results you'll get.

By understanding the nature of the energy of performance, a leader can take steps to proactively create consistent experiences, as well as make quick adjustments in the moment when things go sour. **Energy is THE key driver and what matters most.** Without the right type and amount of energy, the “game” is lost before it's even played.

Regardless of how well trained leaders are, they are influenced by various inner and outer elements that can help or hinder performance. These are the **COR.E influencers**, and by understanding and

then knowing how to handle them, the leader has a huge advantage in creating consistent and effective performance.

A leader's overall energy (called the Energetic Makeup) is affected and influenced by:

- ▶ Spiritual factors that create attitude, confidence, purpose, and drive motivation.
- ▶ Mental ability to have clarity, focus, and concentration in all situations and conditions, including when under pressure.
- ▶ Emotions that arise during the course of any day, any performance, or any interaction.
- ▶ Physical health and wellbeing factors that create vitality.
- ▶ Social factors involving the energetic influence of others.
- ▶ Environmental factors that are encountered in each and every moment.

And perhaps one of the greatest influences on energy, and therefore performance, is having (and having faith in) a well-rounded, comprehensive and achievable plan—that is, a plan for dealing with adversity and change, keeping motivation high, knowing what to work on that will create the most confidence, being able to bring out that confidence in all situations, and more.

### What expertise does a Specialist in COR.E Leadership Dynamics have that others don't even know exists?

Even if they are aware of the various influences to energy, leaders simply do not know how to manage all aspects of their energy. They are left to guessing and using input given to them

by coworkers, supervisors, mentors, and other well-meaning individuals. They don't know how to consistently perform at their best, nor do they have that holistic plan that will assist them in optimizing their leadership performances and reaching their goals.

The Specialist in COR.E Leadership Dynamics is an expert in all aspects of planning and performance, and has knowledge and skill in maximizing energy and overcoming all internal and external blocks for leaders. The COR.E Specialist envisions a leader's entire development in a picture, and paints it clearly for the leader to see and grasp.

Specialists in COR.E Leadership Dynamics use a systematic and comprehensive program to build and use a leader's capacity and potential in order to optimize performance in all aspects of life and work. The system incorporates 10 disciplines for high performance; these disciplines form a foundation for living and leading that create a powerful state of awareness and a positive attitude. The program allows leaders to take back control over their performances, which keeps them engaged in what they are doing, and brings them a continual level of enjoyment and satisfaction, along with the key ingredients for peak performance.

Specialists in COR.E Leadership Dynamics are certified experts in SCOPE, the only assessment in the world that measures one's energy in a given moment. **How would you like to know what energy you're leading with BEFORE you have that difficult conversation or undertake that pressing task, so that you can make any adjustments needed to maximize the energy of performance?**

Specialists in COR.E Leadership Dynamics are all superbly trained by the world’s most cutting edge and leading professional coach training organization, the Institute for Professional Excellence in Coaching (iPEC).

The COR.E Leadership Dynamics program was built by professional performance coaches who are experts in energy as well as leadership. We know what you need because we wanted the same things; things that were missing from our development as leaders.

## Your Leadership Mastery Blueprint:

### The 5 Components of COR.E Leadership Dynamics System

These 5 core components are critical in unlocking your true leadership potential. It truly doesn't matter if you're an entrepreneur looking for a bit more satisfaction and enjoyment in your business, or if you're a CEO looking to attain the level at which you know full well you are capable of performing. Whatever your position or profession, these components are the bedrock on which your performance is based.

#### Component 1: Creating Your “Game Plan”

Most leaders are looking for something more out of their performance or their work life, but they either don't know exactly what that “something” is or have only defined part of the goal and not the complete picture. For instance, a manager may set a sales goal he wants to achieve, but spend no time painting a picture around the type

of experience he wants to have while pursuing it or how he will handle setbacks and adversity. Without this clarity and complete vision, you can struggle to reach the level of performance you're looking for—and even when you reach a goal, you may still feel like something is missing. Any of this can lead to uncertainty, lack of confidence in decision-making, lack of fulfillment and enjoyment, or feeling constantly bored or consistently uneasy.

In this component of the program, you will:

- ▶ Understand the basis and foundation of COR.E Leadership Dynamics
- ▶ Create a vision with specific goals
- ▶ Build out your approach and your program
- ▶ Identify your baseline for performance potential using what will become one of your best assets, the SCOPE assessment
- ▶ Optional: Experience the eye-opening Energy Leadership Index assessment and debrief

#### Component 2: Establishing Your Energy and Performance Foundation

As previously mentioned, understanding the nature of energy (in all its forms) will help leaders to develop more day-to-day consistency. It may be helpful to think of two aspects of energy: long-term and short-term. Long-term energy has more to do with your frame of reference and your overall attitude toward life, while short-term energy is more about how you relate to a specific task or goal in a current moment. To maintain consistency as well as excellence, both the long- and short-term energies need to be managed properly. Again, as mentioned earlier, one's talent

and level of competency do not change from day to day or even moment to moment; *it's the leader's energy that is constantly changing.*

By understanding the nature of the energy of performance, a leader can take steps to proactively create consistent experiences to lead to the probability of desired outcomes (we can't guarantee the outcome itself—but we can set you up to be as well positioned as you can in order to achieve it).

In this component of the program, you will:

- ▶ Explore mastery and what it means to be a master
- ▶ Dive into understanding the energy of performance
- ▶ Learn and begin to face what blocks energy (and thus significantly holds back your performance potential)
- ▶ Become aware of how you think, feel, and act, so that you can break through any limiting thoughts and undesired reactions

### Component 3: Finding and Harnessing Your Performance Influencers

How do you make real, meaningful, and intentional changes **in the moment** in a manner that either redirects your momentum to get back on track or further enhances your energy when things are going well?

This amazing component helps you understand how to solve issues **in real time**. Waiting to make adjustments after your performance is for long-term progress—and of course that is very important. You also need to know what to do in

the moment—so you can revamp, rethink, and retry on the fly.

This component helps you understand how to boost your energy and performance in the moment. You'll begin to develop a personal success formula that you can apply as needed to capitalize on your strengths, traits, preferences, and attitude. This in turn dramatically improves the repeatability and consistency of your performance.

In this component of the program, you will:

- ▶ Discover the 6 energy influencers that most affect your performance
- ▶ See, feel, and understand exactly how much these influencers detract from your ability to perform at your current capacity
- ▶ Learn how to create shifts for yourself that produce high levels of energy in the moment
- ▶ Create action plans and determine which intervention strategies work best for you to bring about your ideal performance state

### Component 4: Mastering the 10 COR.E Disciplines

Where does resistance, lack of motivation or confidence, sabotaging self-talk, and other hexes that plague leaders come from?

The world's greatest leaders get their calm, cool demeanor from a frame of mind, perspective, or attitude that unleashes their full potential. They have developed an approach that keeps their motivation high, their resiliency strong, and their ability to spot opportunities sharp.

This component reveals the 10 COR.E Disciplines that are instrumental to bringing out your ideal leadership performance state.

In this component of the program, you will:

- ▶ Learn and practice the 10 COR.E Disciplines
- ▶ Create a life and leadership philosophy, based on these disciplines, that unleashes your energy, potential, and performance
- ▶ Discover a “way of being” that’ll be instrumental to bringing out your ideal performance state and your true potential

### Component 5: Optimizing and Sustaining Your Leadership Success Formula

One of the key elements to understand AND embrace: what worked yesterday may not work today, nor should it. You need to know how to evolve your approach; building upon what’s working, modifying as you go, and eliminating the elements that no longer serve you.

Understanding what is and is not working can be complex. What appears to work or not work

may be obvious or it could be much deeper and systemic. This is where the real optimization comes from—by knowing what’s at the core of your performance, you can continually focus on cause instead of effect, and build your potential for the long-term.

***It’s time for you to lead as you’ve never led before!***

### Your Next Step...Strategy Time!

If you’re ready to work with a COR.E Leadership Dynamics Specialist, the best place for you to begin is with a Strategy Session. Whether you ultimately pursue working in a group or one-to-one relationship with your specialist, the program must fit your unique needs, goals, and vision. This complimentary COR.E Leadership Dynamics Strategy Session will help you begin to form a more complete vision for how you will uncover all the potential that you have in order to be the best leader you can be.

***Contact your COR.E Leadership Dynamics Specialist to schedule your session today!***



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