



LEVELING UP: 3 QUESTIONS FOR NEXT LEVEL LEADERS

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Leveling Up

- There's levels to leadership.
- People can follow leaders because they have to, or they can follow leaders because they get to.
- Some leaders just get stuck at a level where they are on autopilot and stop growing; they are exhausted.
- When leaders stop growing, organizations stop growing.

What's My Definition of Success? (3:00)

- The key word is "my."
- Success is often determined by the circle we grew up in.
- Is there anything you are striving for right now, that you might laugh at 25 years from now?
- Our leadership can be marked by what we want to accomplish or who we want to impact.
- Everyone has a different definition of success.
- Success can be a who.
- Because of your definition of success, sometimes you have to say no to some things even if other people might think that makes you a little less successful.



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What's It Like to Be on the Other Side of Me? (9:00)

- Every leader has to realize that someone else is adopting their definition of success.
- It could be inspiring, or it could be intimidating.
- People could enjoy following us, or they could endure following us.
- Good leaders are consistently trying to be interesting. Great leaders are consistently trying to be interested.
- Who's the most important person in your meetings: you or them?

What Would I Do if I Knew I Couldn't Fail? (12:00)

- The fear of failure keeps leaders from trying new things.
- Every single successful person has one thing in common: failure.
- To be successful as a leader, the admission price is a little bit of failure.
- Every leader is way too good at talking themselves out of being brave.
- Leaders don't try new stuff because they don't want to feel dumb.
- Chasing failure could take you further than chasing success ever could.
- There's something powerful about a leader who puts themselves out there.
- There is an equally great risk in trying something new as there is in doing nothing at all.



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Keep It Moving (29:30)

- One day, you will wake up and realize you're a lot further than you used to be, because you were willing to fail.
- You'll never know if you're an exception to a rule until you're willing to try something exceptional.
- Just do it.