

Business Success:

The Role of Leadership

About me...



- ✓ Change Agent on planet earth
- ✓ Business & Leadership Consultant,
- ✓ Motivational Speaker, Trainer,
- ✓ Professional Development Coach.

Managing Director, Business Consult Africa

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- “ Everything rises and falls on leadership.
- “ The level of success (or lack of it) in any business, organization, community, district, state, nation is a direct reflection of the kind of leadership at any given time.

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What is Leadership?

“ Leadership is the capacity to Influence, inspire, rally, direct, encourage, motivate, induce, move, mobilize, activate others to pursue a worthwhile common goal or purpose while maintaining commitment, momentum, confidence and courage.

-

Dr Myles Munroe

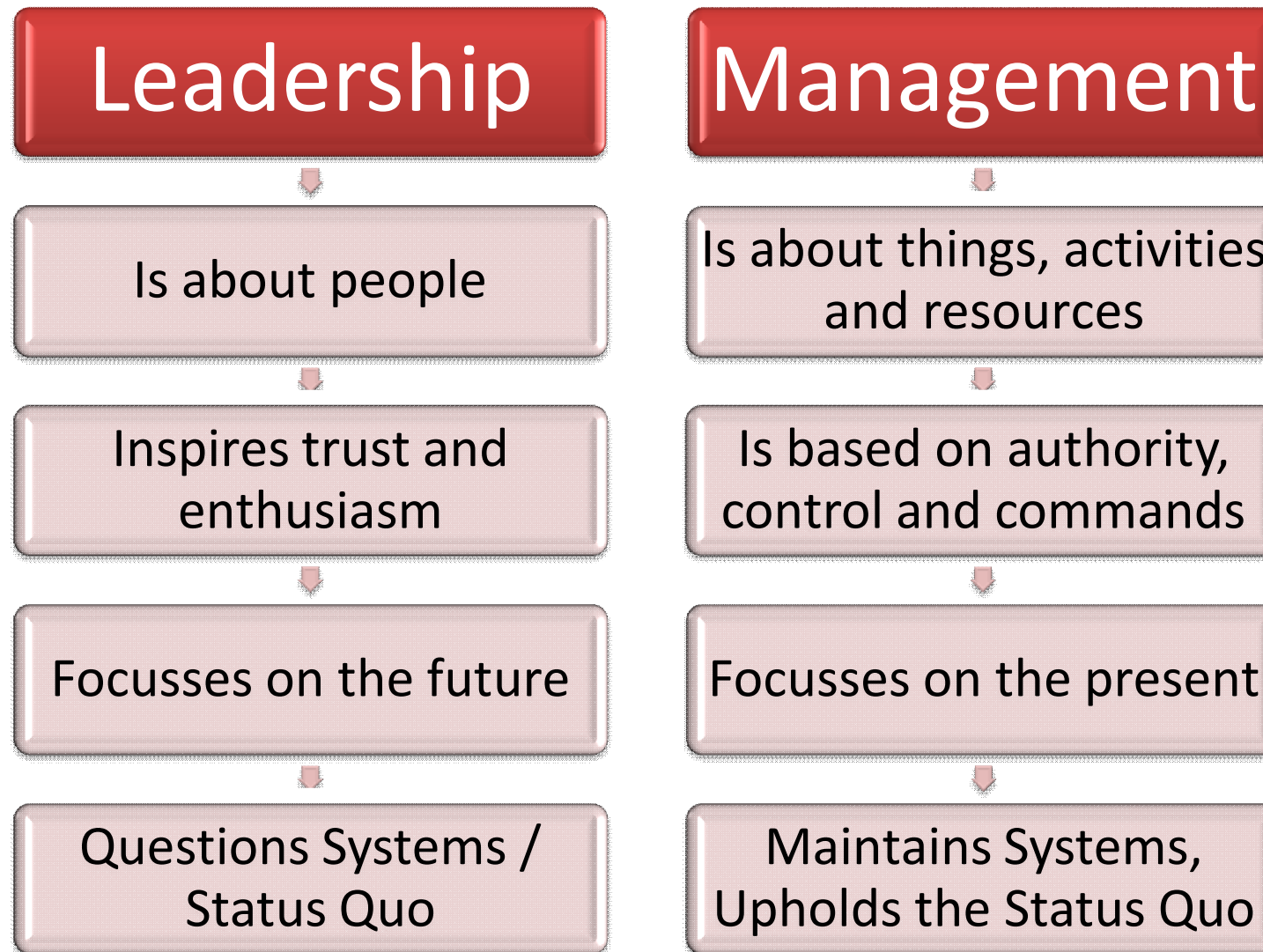
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What is Leadership?

- “ Leadership is influence. Nothing less and nothing more! – Dr John C. Maxwell
- “ If you think you are a leader, and there is no one following you, you are merely taking a walk!

Leadership is **NOT** Management



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What is a Business?

“ It is the process of identifying or creating, and fulfilling socially acceptable needs in society through providing a service or a product at a profit.

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What is Business Success?

“ It is the ability to correctly identify or create, and fulfilling socially acceptable needs in society through providing high quality services or products; delivered through excellent customer service resulting in the creation of a growing number of loyal and satisfied customers whilst using the most creative, innovative, efficient and effective processes that result in increased profit margins.

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- “ Leaders break or make a business.*
- “ Leaders must take full responsibility for whatever happens in the business / organization whether through delegation or otherwise.
- “ Therefore, a successful business leader **must have and do** the following:

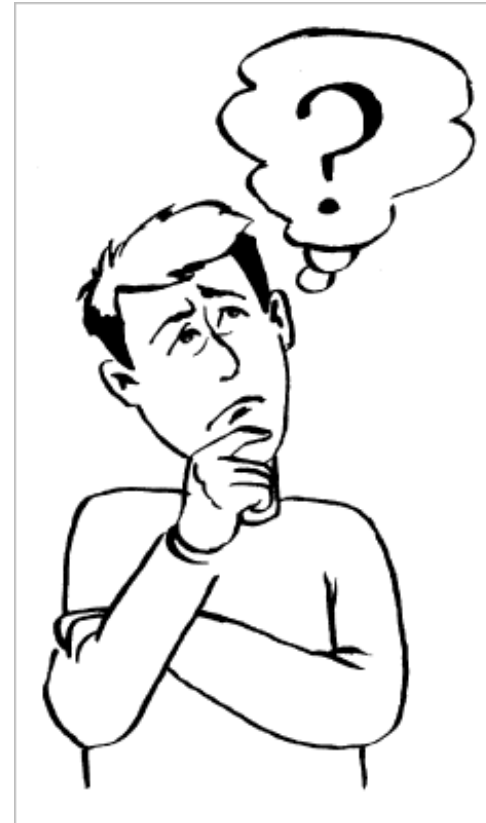
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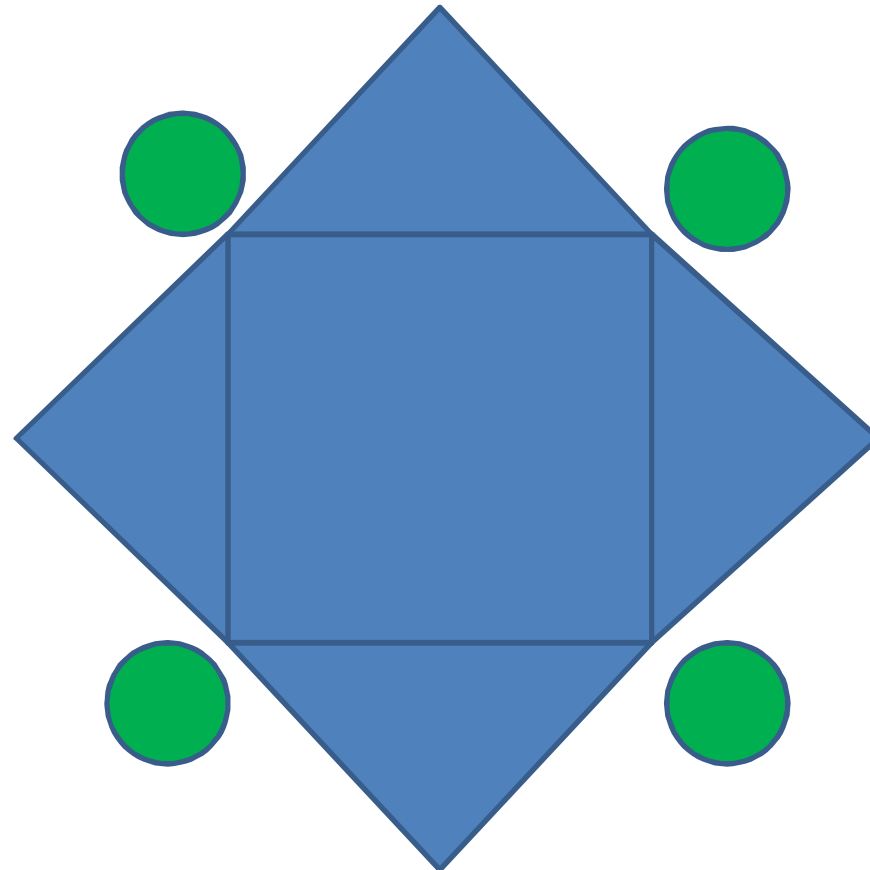
“ The Leader must
“**THINK**”

“ It is sad that most
organizations are being
led by people who do
not really think!

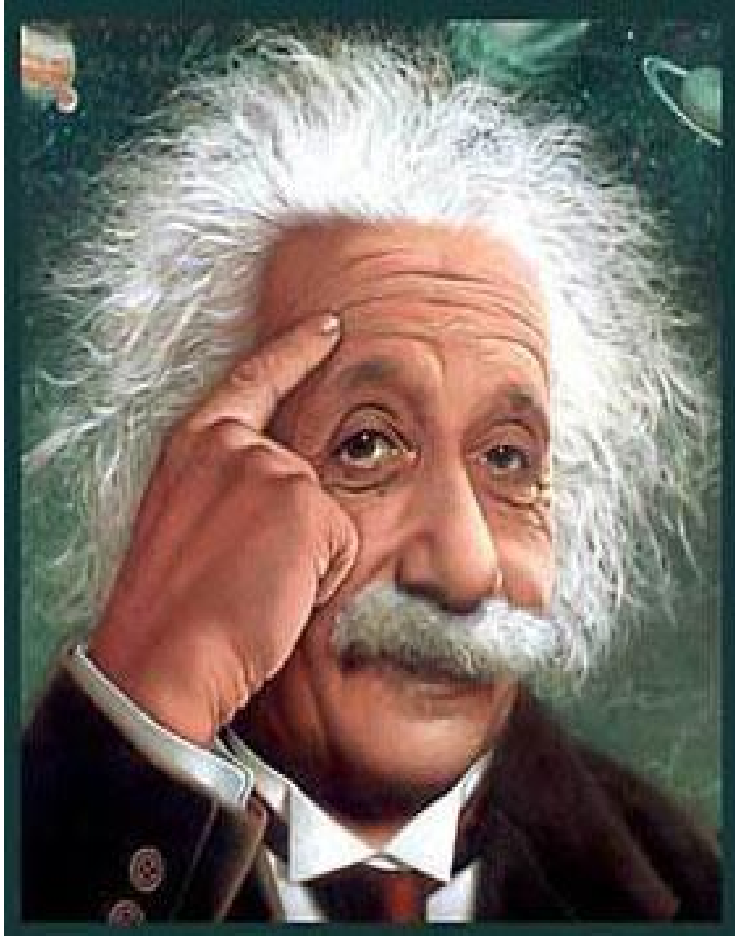


Thinking Exercise...

- “ A lady has a square swimming pool set between four big oak trees. She is not happy with the size... she would like to double the size of the swimming pool while maintaining the square shape and without cutting any of the four trees. Provide a solution to her!



Thinking.... *is the starting point*



“ The world we have created *is a product of our thinking*. It can not be changed *unless we change our thinking*

. Albert Einstein

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The Leader must **“THINK”**

1. What is our **vision**?
2. What is the **purpose** for our existence?
3. **Where are we now** and **how** did we get here?
4. **Where are we going** and **how** can we get there faster, safer, effectively and efficiently?
5. **What MUST we become** in order to achieve our goals, fulfil our purpose and attain our vision?
6. What are we doing that we **must stop doing**?
7. What must we **do differently**?

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The Leader must have a **“Vision”**



“ A vision is a clear mental (thought-out) picture of the desired future: What the organization wants to become, do and achieve.

“ **WARNING:** “Where there is no **vision**, the people perish”

” King Solomon

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The Leader must have a **“Vision”**



- “ The leader must **dream the impossible!**
- “ The impossible will only remain impossible until someone decides to believe and make it Possible!
- “ Everything is created twice: First in the mind, then in reality. You must first see it in your mind **BEFORE** it can become visible in the natural

**Everything is created twice:
First in the mind, then in reality**



**If you can think
it, you can do it!**

- Walt Disney



Everything is created twice: First in the mind, then in reality



" We will build a motor car for the great multitude – it will be so low in price that no man making a good salary will be unable to own one – and enjoy with his family the blessing of hours of pleasure in God's great open spaces –

" The horse will have disappeared from our highways and the automobile will be taken for granted.

– Henry Ford In 1907

Everything is created twice:
First in the mind, then in reality

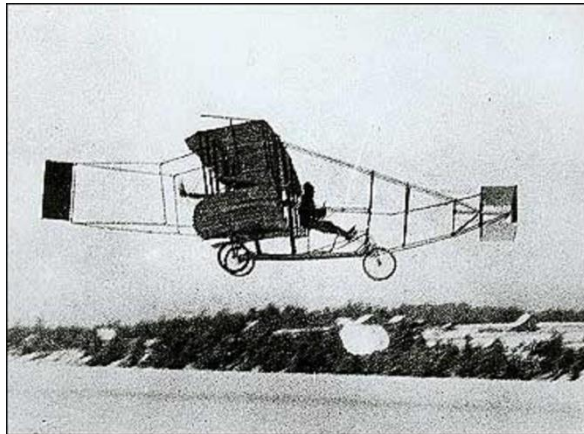
SONY

“ In 1950s, a small company in Japan that was later to be called Sony set a step change goal:

“to change the image around the world of Japanese products as poor in quality.”

Everything is created twice: First in the mind, then in reality

“ In 1903 the New York Times carried an article that implied that an attempt to create a “flying machine” would be a waste of time and money. That “such an invention would most likely take the combined efforts of thousands of the world’s top scientists and as many as **ten million years!**”



Yet just a few months later, two uneducated, unknown and unfunded brothers, Orville and Wilbur Wright, flew the world’s first aeroplane... *right through the smoke screen of “impossibilities”!*



We are dreaming...

Imagine...

" 200,000 potential entrepreneurs identified, organized, trained, mentored and supported in Malawi in the next 5 years... each creating 5 jobs on average!"

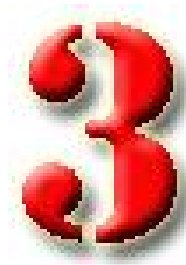
Imagine...

- " If the 123,540 SACCO members, each for 10 months saved a total of MK100,000*
- " There will be MK 12.4 Billion in Savings! (About US\$45m)*
- " And just think of what you can do with MK12.4billion if wisely invested?*



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The Leader must have a personal “Mission”

“ Your mission in life is the reason for your being. Why you exist and what your life must be about. What you must achieve with your life here on earth!

“ A leader must be driven by something greater than just earning a living!

“ Leaders without personal purpose are never passionate and make lousy leaders!



My Mission in Life:

To inspire, train, motivate and
challenge my fellow Africans to
discover, develop and deploy
their full potential;
leading to the realization
of a prosperous and
successful Africa



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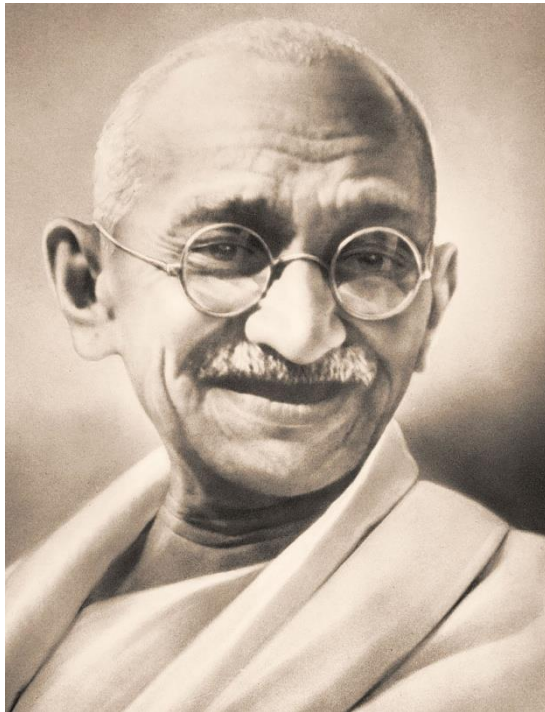


The Leader must have **“Passion for Excellence”**

” A desire to be the best, do your best; to never be anything less than excellent; not satisfied with mediocrity, working with energy and an out-pouring pleasant personality, because you love your work, you love to win and serve others with a smile on your face!

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The Leader must **“Be the Example for Success”**

“ If you want to see change, be the change you want to see.

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The Leader must “Be the Example for Success”



- “ The leader must set the pace
- “ He/she must define the standards and communicate them by living them out
- “ His /her work and life must reflect the values and principles he/she wants the organization to live by
- “ The leader must clearly show the way so that others can easily follow

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- “ Everything rises and falls on leadership.
- “ Business Success depends on the quality of the leadership of that business.
- “ Are you the kind of leader that will lead SACCOs in Malawi to **Business Success?**

My Contact Details:

” Henry Kachaje

” Cell: 0 888 843 469

” Tel: 0 1875 700 / 733

” henry@businessconsultafrica.com