

GET YOUR KICKS FROM THE SUCCESS OF OTHERS

By John Madden

Zig Ziglar, the great sales trainer and motivator said, “You can have anything in life you want if you’ll just help enough other people get what they want”

I believe strongly in that statement. I’ve seen it work for me and for many others. Think of a boss, a teacher, or maybe a parent that you admired greatly. What stands out about that person in your memory? Was it the good pay, the good grades, or a nice car he or she gave you – or was it how they pushed you to be greater than you were, and challenged you to be what you could be.

How can you promote success in others?

1. Make a decision, as part of your way of life, to help others succeed. We’ve all heard the expression “What goes around comes around.” Effective leaders influence the growth of their people naturally; others have to work at it. But when you see the payoff, you’ll want to make it a habit: the benefits are endless. When you develop another person to take on more challenges and responsibility, you free up your time for important matters that often are left unattended – while you put out fires. You earn loyalty and respect. You build great associates and successors, who allow you to take that vacation you badly need with peace of mind, knowing that you have competent and trusted people to take care of your valued customers, both internal and external.
2. Identify those who have a desire to grow, and help them. It’s easy in your busy schedule to overlook a potentially great employee or to get a wrong reading of someone who only wants to excel. Throw out little opportunities to those employees who look as if their ambition could be channeled into useful endeavors. Let them show you their stuff. How else will you find out?
3. Donate some of your time and your resources. All desired outcomes require something extra on your part – some call it self-sacrifice. Do it with the end in mind and your motivators will kick in. It may be hard to devote this valuable time

during the normal workday; so do it over lunch, during down periods of activity, or spend a little time after hours. You will enjoy the results.

4. Celebrate their successes What great joy and reward comes to us who can enjoy the achievements of those we influenced even a little. There are dozens of ways to celebrate: an award plaque, a pizza, a bell-ring, an article in the company newsletter, a group cheer, a bonus, time off with pay, high fives, a progress graph for all to see, and many more.
5. Recognize their talents – the foundation of their future achievements. I still remember Sister Christina in the all-boys orphanage in Ireland when I was ten years old. She was a new nun who suddenly appeared in our lives and started to revolutionize the way things were done. She went on a mission to see who could sing, who could dance, who could throw something a long distance, who could write a poem, or who could impersonate a pig. She was a hunter of talent, who, when she found it, would set about converting it into performance – in the class rooms or on the playing field. It was the earliest exposure I ever had to leadership – watching someone find and develop other people’s talents, and promoting their success. She told me I should always keep my sense of humor. That paid off!

John Madden is an International keynote speaker, trainer, and author of “Leap, Don’t Sleep” (How to get different results by doing something different). He specializes in customer service, coaching skills, interpersonal skills, creative problem solving, and stress management through humor. You can reach John at 316-689-6932 Email: john@LeapDontSleep.com; web site: www.LeapDontSleep.com