

Gold Medal Leadership

with Laura Armstrong

Championship Toolbox - Module 5

Your Championship Toolbox - There are so many tools available to us to keep us focused, on track, evolving and building our leadership. I wanted to focus on creating a tool box that was well rounded, easy-to use and implement.

Slide 2 So we will be talking about the **4 main categories of tools** that will get you the best results to move forward in your business and your leadership.

Organization – This is a must have if you want to shift into a greater space in your life, both in your business and your leadership.

Tool 1 – Time

The one thing we can't get back. Make it count. Planning is so important
Set yourself up on a booking platform and calendar – Calendly, timetrade, shopify calendar, all phones have a calendar booking, Outlook

Tool 2 – Workspace

What does your Workspace look like? Make sure you have a filing cabinet, desk or equivalent and sufficient supplies not only to store your business information but also enough room to work. Keep everything orderly so you can find it if you need to refer to it. Make sure your work space has a good feel for you ie, plants, view, paintings, etc
Make sure you have a comfortable chair and any accessories you need with your computer as well. Elevated bars, mouse, raised platform for zoom, greenscreen, etc.

Tool 3 – Outcomes and Lists

This has become one of the most important things I do everyday. My todo list. I put everything down on a list and prioritize it from most to least important with deadlines to get done. I also coordinate this with my calendar and the appts and calls I may have that day – keep it realistic. PLAN YOUR DAY. Things will come up that's life, but this will keep you on track for your goals

Then focus on what your outcomes are – 2 ways – if I do this then I will get this. Or I will get this if I do this – either way works as long as you know what your outcomes are and are working towards it. What do you want to get out of each task and then also your bigger outcomes

Communication

Communication is so key in leadership and a very important tool in creating prosperity and abundance, not just for yourself but everyone around you. Our communication is actually only 7 % verbal and the other 93% is active listening and body language. So to be an good communicator its imperative for us to listen and watch way more than we speak.

Tool 1 Recognize and Learn Values

We are divided into 4 main groups with different values

Blueprint – organized, loves structures and systems – and is risk adverse

Action – mover, shaker & millionaire maker – loves opportunity, risk, adventure, freedom and flexibility

Nurturer – kind, loving and helpful, love authenticity and care about people, very community and team oriented and enjoy being included as part of the group, they also would rather sometimes help others than make money, their currency is in their relationships and is very valuable as they have an endless supply of referrals

Knowledge – very smart people who are constantly learning and need all the information they can get. They are logical and have problems making decisions as they feel they don't have enough information. Some values for the knowledge: science, learning, self-mastery, expertise, competence, accuracy. The knowledge ask lots of questions and can come off as a know it all sometimes.

What is my code?

Recognizing your values is key, but not the most important Key.

How can I apply this to my business?

To truly be an exceptional communicator in everything you do, you really have to be able to recognize and speak to others values both in your business, leadership and on a personal level as well.

Start to look at people you come in contact with differently, are they giving their values and code away – listen to what they say, what they wear, how they act, their voice tone, and their body language. The more you practice this, the easier it gets and the more proficient you get.

Once you start to speak you client's/team member's codes you will see them respond and the ability to work with them becomes easier, they perform better and feel more connected to you building a relationship where they know, like and trust you. You will be able to close more sales in less time and deepen the relationship creating more influence on all levels.

This includes conflict resolution and solutions to difficult situations.

Success Strategies

There are many tools to reach success in your business, from team building to education and training – each has a benefit that will not only ensure your success but help to create leaders but also make it duplicatable and easy to learn and apply.

Education – online and inperson courses. Keeping current on your product, your market and the in's and outs. There is so much education out there, don't stick to just what you know – for instance if you have a product for wellness – you can see what compliments it, educate people on the causes, dive deeper into accumulating knowledge to offer in your leadership or your team

Training – along the same line as education, but more personal and interactive. Training received in a variety of ways can not only team build but help you understand and get you to speak the values important to your team. For instance – putting challenges or goals out there for them to excel and learn in. Regular meetings to connect with peers or your team. Recognition for accomplishments and new ideas.

Networking

Networking regularly brings you in contact with people you wouldn't normally meet and provides an unending source of referrals. Nurture these networking relationships and ask how you can help or find out more about what they do. Refer them to others, support them in their business.

Make sure that you also network within your circle, your peers, your team. Social gatherings are just as if not more important than business focused ones. Be in a more relaxed setting and find out more about your colleagues, team members and prospects. This is a very important crucial skill and will reap a lot of rewards for you on many levels.

Join and support groups that are both similar and completely different than what you do – stepping outside of your comfort zone can bring you the best contacts sometimes – build your network online and in person.

Building Leadership

Create a set of smaller goals that lead to the leadership outcome you are looking for.

Book 1-1's for your leaders in training – send out a form with all the questions for them to fill out before the session so you know exactly what to discuss.

Check in often to make sure they are still on track

You make a move, they make a move.

Have them shadow you or run trainings with you – give feedback and mentor them.

Have them organize and prepare an agenda for meetings, create a plan for them to build their business ie – power hour, prospecting, have them create ice breakers and engagement ideas to create community and involvement.

Do a day training or retreat for your leaders or your peers – or divide it up and everyone contributes. Collaboration in leadership will create a strong team of leaders.

Self Care

Tools: Affirmations

How does it get better than this? When you ask, even if something crappy happens, it will only get better.

What else is possible? What would it take?

Ask this often and add what you would like to change – for instance what would it take for me to have the body I desire, endless amounts of money in my bank account, an amazing job, a successful business, etc.

How can I be greater today than yesterday?!?!?!?

How Powerful can me and my business be?

How can I contribute to the world today?

What can me and my business do and be to be.....

Tool: Getting Rid of What Doesn't Contribute to You

Clearing your Space – Protecting Yourself or Not

White light around your home and anything you desire. Nothing enters my home that shouldn't, or crosses my doorstep.

Your car, your kids, etc.

Energy Vampires – we all know them

How to deal with them and anyone else trying to suck energy

Just give them what they want

Firehose of white light

Light/Heavy Tool – if its light it's a truth, if its heavy it's a lie

Check in – what does it feel like, first response is the correct one, don't overthink it

An interesting point of view – dealing with conflict, family, other uncomfortable or negative situations.

this is what you say to yourself when you get irritated or in an argument or there is a situation that is pushing your buttons. Keep saying that it's an interesting point of view and the charge on whatever is happening will start to dissipate. Don't get discouraged if this doesn't happen right away – it takes time to form a new habit and a new way of thinking to create more in your life.

Is this mine? 99% of our "stuff" that we would like to get rid of that's holding us back, isn't ours. Return it to sender with consciousness attached.

Make this one of the first questions you ask when you notice something coming up. Anger, stress, resentment, weight gain, work issues.

Judgement – judgement of ourselves and others. Are you willing to be judged? You will make money. Once you are willing to be judged, you will find your self judgement starts to disappear – who cares what anyone thinks, its just their point of view.

Would you be willing to be the beautiful infinite being you are? Why are you waiting for approval? You are a beautiful infinite being – and its just someone's point of view.

Tool: Creating New Tools that Contribute to You

Accessing Universal Energy

Why do we access Universal energy – what is it? All around us – do you ever get tired.

Your body only has a limited amount of energy

Never get tired
Short Meditation

Talking to the Universe

Demand of your Body, request of the universe.

Universe doesn't have a point of view

Be clear about what you state

Trusting your Knowing

Listening to your intuition, small exercises, tapping into your knowing

Talk to your clothes

Everything we have is made of energy

So why wouldn't what you wear be – it has an energy signature too

Go to your closet and ask, what can I wear today to”make money, attract a man, make a good impression, etc.”

Talk to your Business every morning – set the tone for your day. – What wonderful and wild adventures can I have today to make me an endless amount of money with absolute ease? It's a choice, or is it a question? Or is it both?

Remember you have choice – choose often and don't doubt yourself. Don't get locked into a choice that is supposed to be right – then there is no more space to create more.

Ask questions – they create space and choice – and leave it out there. This is one of the hardest parts – the waiting. Put it out there and wait for the universe to respond – it will. Be willing to accept how it shows up – it usually isn't how you thought – destroy your expectations – they will only lock you into one possible answer.

Expanding your business – how to expand yourself and pull everyone towards you

Use energy pulls – meditation

Your New ToolBox

You have some amazing new tools to integrate into your business, your leadership and your life – make the most of them and step into the greatness I know you are!!