Achieving R.E.A.L. Success

Dave McAuley
Certified JMT Speaker & Coach
Success

Knowing

Sowing

Growing
Knowing – Growing - Sowing

“People don’t care how much you know until they know how much you care.”

~ John C. Maxwell

“People must feel valued before you can add value to them, and they must feel valued for them to add value to your organization.”
R.E.A.L. Success is:

- Relationships
- Equipping Your Team
- Attitude
- Leadership Skills
Relationships

Microsoft Corporation, 1978
Attitude
Leadership
Leadership

There are three things that every organization needs in order to be successful:

1. *The Right People*

2. *The Right Resources*

3. *The Leadership Capacity to Grow*
Leadership

The Law of Process

“Leaders develop daily, not in a day”
“When the action starts, you’re down to your reflexes. That’s where your road work shows. If you cheated in the dark of the morning, you’re getting found out under the bright lights.” ~ Joe Frazier
What Leaders Do

- Encourage
- Challenge
- Model
- Inspire
- Enable
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“Leaders who want to succeed maximize every asset and resource they have for the benefit of their organization.”

~ John C. Maxwell

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