



character

a 52-week series about amplifying your
management & leadership skillset

create

Willingness

Overview

If there was one thing I would share about management & leadership...

It would be about **Willingness**. I have always believed this is one of the only two reasons to hire someone. The other being open. If you can be willing wholeheartedly, you can then be open to anything and everything else in the job. How much does willingness factor in your management and leadership?

“A leader’s willingness to sacrifice for us is the reason we’re inspired to follow”

Simon Sinek

For the week...

- **Reflect:** Consider the little tasks in your day and week. Evaluate your ability to train & trust, delegate, praise, coach and forgive. Are you willing to do what comes next?
- **Act:** The simple action is to be willing. I challenge you to select the tasks and actions that are the most visible to the team. So they see how being willing, especially in times when it is challenging, leads to exceptional behavior and outcome.
- And remember, as in all things, being willing should never risk going against the principles and core values that define you. Being willing does not necessary mean to submit, give way, tolerate or go with the flow?

Let’s be real, **being willing does not guarantee doing**. Perhaps the biggest tripping point in our management and leadership is moving from “aha” into action. Willingness must become actionable behavior. Otherwise, it’s great intention and a heck of an idea.



To learn more about this series, contact Kurt Reinhart.
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