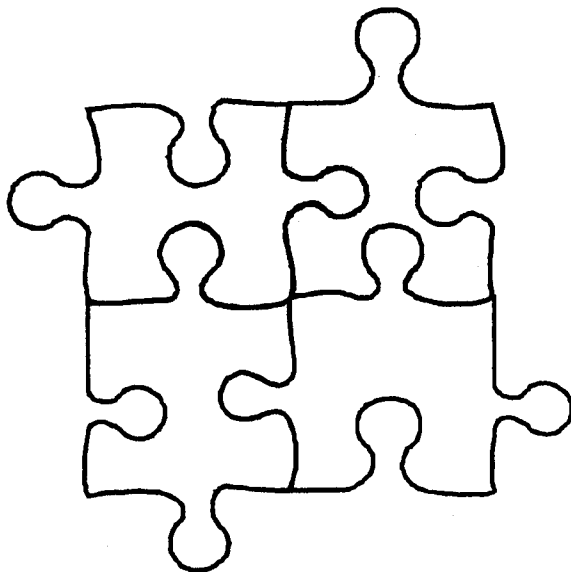


# BUILDING A SUCCESSFUL COUNCIL

- Has the council made a commitment to grow?
- Is the council willing to make changes?
- Do council leaders have a vision and share it with members?
- Is council communication clear, consistent and courteous?
- Does the council have a new member recruitment plan?
- Does the council have a marketing/advertising plan?
- Does the council provide growth opportunities for members?
- Does the council think big?



## A GROWTH PLAN

To prepare your council for a fantastic year, and to prepare to meet trends of the future, choose two or three processes or programs you wish to initiate, fix, or enhance, and then follow the steps below, recommended by Jim Cathcart: \*

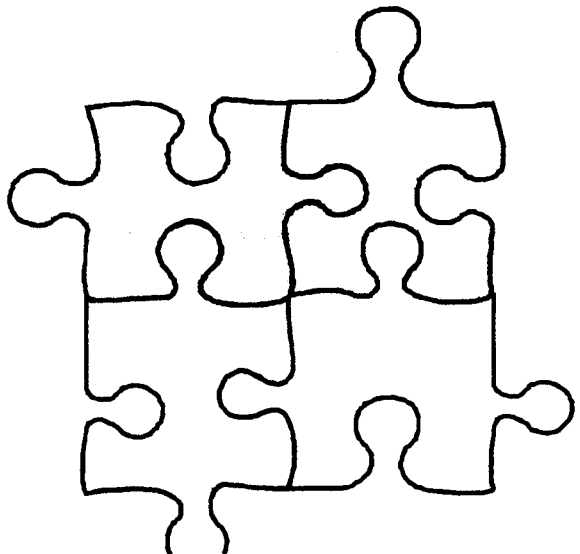
- Pick one item to focus on.
- Write it on a separate piece of paper.
- Describe your current situation in this area.
- Explore it with the following questions:
  - ❖ *What is working well?*
  - ❖ *What is not working well?*
  - ❖ *What is missing?*
  - ❖ *Who could help?*
  - ❖ *If we got all the breaks, what could happen?*
  - ❖ *What one action would help the most?*
  - ❖ *If they don't, then what could we do?*
  - ❖ *How does this improvement relate to our other overall goals?*
  - ❖ *How would the organization we'd like to become do the things we about to do?*

Grow your caring, compassion and sensitivity.  
Become known as someone who genuinely cares about making a difference. If you don't care about others, why should they care about or listen to you?

\*15 Powerful Ways to Grow your Buisness this Year. Jim Cathcart, 1998. Cathcart Institute, LaJolla, CA.

# BEHAVIORS OF SUCCESSFUL NEW LEADERS

- Asking the hard questions
- Seeing the whole picture
- Focusing on customer needs
- Using change as opportunity
- Building the skills as you go
- Sponging for continuous learning
- Moving people to action
- Help people see themselves as part of something larger than self



# 7 HABITS OF HIGHLY EFFECTIVE NSRA LEADERS

Start out enthusiastically

1. Be Proactive
2. Define mission and goals in life—where do you wish to go?
3. Put first things first.
4. Think—WIN, WIN, WIN
5. Seek first to understand then to be understood.
6. Synergize,
7. Sharpen the Saw.

