

BOUNCING BACK FROM THE HOLIDAYS OFTEN MAKES IT HARD TO QUICKLY REGAIN FOCUS. AS A RESULT, IT IS A GOOD TIME TO REAFFIRM THAT OUR HEADS ARE ON STRAIGHT, AND NOT

- Do you assign duties equally, or to a select few
- Are you positive, even in stressful situations
- Do you encourage risk taking, or simply following the crowd
- Do you encourage excellence, or let everyone decide his/her own performance level
- Are you available, or behind a closed door ...even if there is no door
- Do you provide training, or just demand results
- Do you keep morale high, or allow the day to dictate the atmosphere
- Do you take the time to learn what motivates people, or just your supervisor
- Do you listen, or habitually talk
- Do you spend more time with the people, or corporate reports
- Do you pamper temperamental talent, and toss off others
- Do you give praise, both in private and public
- Do you open discussions positively, even when the conversation will be difficult
- Do you micro manage, or allow others to rise to higher levels ...then give credit
- Do you thoroughly explain goals, or just dictate
- Do you pass-off problems, or show others how to react
- Do react to situations, and not people
- Do you blame, or help
- Do you anticipate emotions, or care less
- Do you manage yourself before attempting to manage others



A “YES” answer to any of these questions is a challenge to make sure your focus is on the business plan ...and not yourself. Additionally, do not allow yourself to prove that; “...you can’t teach old dog new tricks.”

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Success Comes From...
The Courage to Create
The Confidence to Commit
The Cooperation to Complete
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