

Slide 1

Chairperson Role

- I am promoting that the chairperson role become an externally faced leader whose major customer is our business.
- Would continue to act for 6 - 10 key customers in a directorship type capacity.
- Consider our organisational chart which clearly shows the customer as boss. What characteristics would our customers like to see in a chairperson?
- Would we recommend to our own customers that the key leader of the business be so occupied with their own business silo that they lose sight of the key goals and value of the total business?
- We have to continue to change to continue to be successful. It has been said that the greatest detriment to tomorrow's success is yesterday's success. Continuing to do the same things will continue to yield the same results.
- If the chairperson is the key leader of the business, they must be appointed with the future in mind as by definition the role of the leader is to take the business forward to a new place.

Slide 2

Live and Breathe Great Purpose

- People respond to purpose and require vision for their future hope.
- Generation Y are particularly attracted to great purpose and place this well above remuneration in job selection.
- We all have a desire to know we are contributing to something bigger than ourselves.
- To do the most possible good - strive for the impossible. Sustain oneself's greatest interest in pursuit beyond self - interest.
- If you want to extract the best from all our people, they must know why and understand how they can contribute.

Slide 3

Serve the Organisation

- We qualify to be first by putting other people first. The chairperson is in charge principally to charge up others.
- The chairperson must embrace and understand the firm of the future we are trying to become.
- The leader's job is to take people where they have never been before (Henry Kissinger).
- This involves listening and adding value to people's lives.
- You must be able to coach and mentor people at all levels of the organisation.

Slide 4

Raise the Bar

- To serve the many, you must first serve the few.
- The best reach down is a challenging reach up.

- The chairperson must be focused on results and promote excellence.

Slide 5

Blaze the Trail

- We must understand that to protect our value, we must give it all away.
- Your biggest obstacle is one that hinders someone else.
- The leader must be able to look at things in fresh ways and remove barriers that prevent people performing to their best.

Slide 6

Build on Strengths

- To address your weaknesses, focus on your strengths.
- You can't become the best unless others do too.
- With all of his political duties – together the entire civilian and military war effort – he spent half of his time on placing people, finding the right person for a particular job at a particular time.
P F Drucker commentary on General George C Marshall
- The chairman should provide strategic support to principals in winning and retaining high value customers.
- I can assist in improving our pricing ability – which is the single biggest factor we can influence to increase profitability.
 - Disseminate information across the business:
 - Hewlett Packard's CEO Lew Pat "if HP knew what HP knows, we would be 3x more profitable".
 - Where do profits come from?
 - A ship in harbour is safe – but that is not what ships are for "land equals rents", "labour equals salaries and wage" and "capital equals interest dividends and capital gains". Where do profits come from?
 - When a business engages in innovations, it is taking a risk. There are four responses when confronted with risk:
 1. Avoid it
 2. Reduce it
 3. Transfer it
 4. Accept it
 - In the final analysis, a business cannot eliminate risk as that would eliminate profits. The goal is to take calculated risks and choose them wisely. The problem with many firms is that they are operating in order not to lose rather than to win. Risk avoidance is the anthesis to the a successful enterprise, condemning it to meteorically, perhaps even extinction.