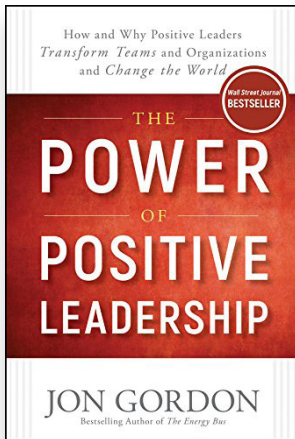


EXECUTIVE BOOK SUMMARIES

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ABOUT THE AUTHOR

Jon Gordon

Jon Gordon is the author of 17 books, including 5 best-sellers, on leadership, culture, sales, and teamwork.

The Power of Positive Leadership

THE NUTSHELL

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1. From Negative to Positive

I'm not naturally a positive person, but there is a power associated with positive leadership. First, I aim to explain how and why positive leaders make a difference. Second, I intend to provide a simple framework filled with practical ideas that will help anyone become a positive leader. It's one of the most important things a person can do because being a positive leader doesn't just make *you* better; it makes everyone around you better!

2. Real Positive

When some people hear the term *positive leadership* they roll their eyes, but the research is clear. Positivity is about more than having a positive state of mind. It's also a life changer and gives people a competitive advantage in business, sports, and politics. While pessimists are complaining about the future, the energy vampires are sabotaging it, the realists are talking about it, and the optimists are working hard with others to create it.

3. Positive Leaders Drive Positive Cultures

As a leader, you are the driver of your bus and you have a big role and responsibility. You must create a positive culture that energizes and encourages people, fosters connected relationships and great

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teamwork, empowers and enables people to learn and grow, and provides an opportunity for people to do their best work. Culture is not just one thing. It's everything. It's where all success and great results begin.

4. Positive Leaders Create and Share A Positive Vision

Positive leadership is all about seeing and creating a brighter and better future. Some scoff when leaders share bold ideas, imaginative goals, and seemingly impossible dreams, but ideas, imagination, and dreams are the fabric positive leaders weave together to create the future and change the world.

5. Positive Leaders Lead with Optimism, Positivity, and Belief

The research shows that optimism is a competitive advantage, but we don't need research to tell us what we already know to be true. You don't have to give up. You don't have to settle for the status quo. You can see a brighter and better future and work to create it. People often say they'll believe it when they see it. But in order to see results you have to believe they are possible. How you see the world determines the world you experience.

6. Positive Leaders Confront, Transform, and Remove Negativity

Positive leadership is not just about feeding the positive, but also about weeding out the negative. One of the biggest mistakes leaders make is that they ignore the negativity within their team and organization—you must address the negativity. Confront it, transform it, or remove it. Being positive won't guarantee you'll succeed but being negative will guarantee you won't.

7. Positive Leaders Create United and Connected Teams

Positive leaders unite instead of divide. They are able to get everyone on the bus and moving in the right direction. They are able to create *unity*, which is the difference between a great team and an average or dysfunctional team. A lack of connection leads to lack of commitment, below-average teamwork, and sub-par performance and results.

8. Positive Leaders Build Great Relationships and Teams

The first step in uniting people and being a leader is not saying, "Follow me." It's being someone your team wants to follow. People follow the leader first and their vision second. What you say is important, but who you are is even more important. To unite others, you have to be someone people want to rally around. If you want commitment from your team, you must show your commitment to the team.

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9. Positive Leaders Pursue Excellence

Positive leaders care about others and are optimistic about the future, so they are always looking for ways to make it better. They pursue excellence, build greatness, and often try to accomplish the impossible. When you love people and hold them accountable, it's amazing how fast things can move in the right direction. When you love someone you challenge them to reach their full potential.

10. Positive Leaders Lead with Purpose

People think that hard work is what makes us tired. Hard work doesn't make us tired. A lack of purpose is what makes us tired. We don't get burned out because of what we do. We get burned out because we forget why we do it. Happiness doesn't come from the work you do but rather from the meaning and purpose you bring to your work. Live your passion and purpose, and happiness will find you.

11. Positive Leaders Have Grit

The number one predictor and factor of success is not talent, title, wealth, or good looks. It is grit! It's the ability to work hard for a long period of time towards a goal and to keep moving forward in the face of adversity, failure, rejection, and obstacles. I believe true grit starts with knowing what you truly want. When you know what you want and you can see it, you will work hard and persevere in order to achieve it. True grit leads to true success.

12. Lead the Way Forward

Yes, there's a lot of negativity in the world. Yes, there are many problems that haven't been solved yet. But instead of focusing on all that's wrong, you can realize that this is your time to make things right. With all the negativity in the world, what a great opportunity you have to be a positive leader and influencer. When you decide to become a positive leader, you will not only make yourself better, but you will also make everyone around you better—and that's a great place to start!

You'll enjoy it!