



Productive Leaders

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Leadership Starts with Followership aka What I Learned During Plebe Summer



Last week was the 28th anniversary of I-Day (Induction Day) at the US Naval Academy for me and my classmates. We were eager teenagers taking an oath of office that launched us into Plebe Summer and our military careers.

Plebe summer taught me lessons that I used throughout my military and business life.

About being in charge:

1. If you are in charge, we are watching you. We see everything you do, and we hear every word.
2. We know when you are sincere and when you are not.
3. If you play favorites, either positive or negatively, we respect you less.
4. We look to you for guidance. We want you to lead us. We want to trust you.
5. We want great leadership.

About time management:

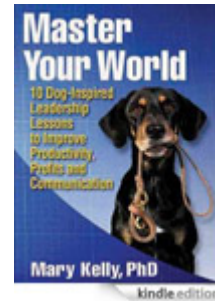
1. Don't waste minutes. A minute is a long time, especially if you are holding a push-up position for the third time. You can learn facts in a single minute. You can fix your bed, wipe out the sink, or do a quick shine on

Mary's Updates

I will be attending National Speakers Association's [Influence '11 Convention](#) in California later this month and am looking forward to connecting with fabulous speakers. If you are planning on being there, please [drop me a note](#). I'd love to see you!

Last month, I was interviewed by Hugh Hewitt during his show on [KZNT radio](#)! The recording is now available on [my website](#).

Following the release of my *15 Ways to Grow Your Business in Every Economy in Amazon Kindle store*, I'm pleased to announce that *Master Your World ~ 10 Dog-Inspired Leadership Lessons to Improve Productivity, Profits and Communication* is now available in Amazon Kindle format too. Check it out [here](#).



Mary's Book of the Month



[Placing Stones: Doing and Having What Matters Most](#)
by Christopher Hodges

Placing Stones is authored by my classmate Christopher Hodges. It is the ultimate book to learn to "achieve without regret and sacrifice without envy." For people looking to find the balance between life and work, this is a must read.

shoes in a minute.

2. Walk quickly. You get there faster. It is good exercise. People think you are on a mission.

3. Think quickly. One of the funniest comments I heard in grad school was, "I need to reflect on the material." He was taking ONE class and not working. (He wasn't reflecting, he was lazy.) Learn to process information fast.

About teamwork:

1. We really are stronger together.
2. Working as a team means giving as much as you can with whatever you can. You don't have to be the best at everything.
3. We are only as strong as the weakest link in the chain, so help each other.
4. Teams survive because people focus on the good of the many.

About not making excuses:

1. "No excuse, sir!" Was one of our five basic responses. If the question did not elicit any of the other authorized responses: "Yes, sir." "No, sir." "Aye aye, sir" (which means, I hear you, I acknowledge you and I will comply). "I'll find out, sir" (and you had to). And "no excuse, sir!"

No excuses meant that you took personal responsibility.

"Why were you late?"

"No excuse, sir!"

2. Try hard. A friend was recently telling me about his son who wanted to join the Army but couldn't pass the physical readiness test because the young man couldn't run. "Why can't he run?" I asked. "Is he injured?" "No, he just can't run," the dad replied. "So how often does he run?" I persisted. "Well," the dad admitted. "He doesn't."

I see the problem.

Can't isn't the right word. **Will not** is more accurate. The only way to improve running is to run. If you choose not to run, you are choosing not to join the Army.

Don't make excuses for what you choose not to do.

3. Choices matter. The choices we make every day count. Are we going to be happy to not? Will we help others or not? Will what we post on our Facebook page come back to haunt us? (That is to my younger friends...)

Our choices are our Permanent Record. We live with the choices we make and so do others. So make good decisions.

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Twitter and Social Media

Social Media helps you be thoughtful! Isn't it great that Facebook remembers your friends' birthdays? Want them in your calendar? You can export your friends' birthdays from Facebook into many other programs such as Apple iCal, Microsoft Outlook, and Google Calendar. To view friends' birthdays, select Events from the left side of your home page and then click "Birthdays" at the bottom of the Events page. Then click "Export Birthdays" at the bottom of that page.



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Mary Kelly



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Pet Tip:



Vitamins for dogs and cats? Many people take vitamins, and increasingly, pet parents are feeding vitamins to their furry family members.

As many as a third of U.S. dogs and cats may receive vitamins or supplements. The most common are multivitamins, supplements to support arthritic joints, and fatty acids to reduce shedding and improve shine in the animal's fur. Probiotics are increasing as well. Does your pet need supplements? Ask your vet about making good choices regarding dosages and for specific recommendations.

Thank You for Reading



Please feel free to [contact me](#). I'd love to hear from you!

Mary C. Kelly

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