



## Leading Well Means Leading With Consistency



One of my favorite military bosses was a Marine. He was a motivational leader, a seasoned combat veteran, and he played by the rules. He also threw the book at people who did not. People who got into trouble could expect the maximum punishment.

Lots of people thought he was unfair. I adored him.

Word spread quickly of his policies and not surprisingly, discipline issues dropped dramatically. Why? He did not vacillate. He did not equivocate. He was consistent.

Consistency provides reassurance for others. Consistent behavior means reliable outcomes. Consistency means policies are solid and clear, and that actions follow policies.

Without consistency, there is confusion, doubt, and uncertainty.

When Bella, my new puppy, came into my life this past year I was reminded of the need for consistency in puppy training. The consistency theme is in [Master Your World](#) in Chapter 3 ([click here to read chapter 3](#)).

If some kind of action or behavior was okay yesterday, it should be okay tomorrow. A puppy doesn't understand "exceptions" to the rules. Exceptions add confusion.

If you don't want the puppy to chew on your shoes every day for the next 15 years, don't let the puppy chew on your shoes now, even when it is super cute and they are not doing any real damage. Remember that in a year, even 10 seconds of casual chewing will ruin those shoes. So don't let it happen now or the dog will be confused when you correct him later. If behavior was

## Mary's Updates

### Mary's Video of the Month ~ Be Consistent~



This month's article was about "consistency," and I can't stress enough how important it is to be consistent as a leader as well as with a new puppy. [Here is a video clip where I talk about this topic.](#)

## Mary's Book of the Month



### [You -- According to Them](#) by Sara Canaday

We tell our children that it doesn't matter what other people think of us, but if our reputation or how others view us interferes with our ability to perform well at work, then we are wrong. Truth is, how we lead, how we follow, and how well we work with others determines our success in business.

Sara is a brilliant business coach who identifies categories of people by their strengths that can sometimes turn into problems. Best of all, she ends every chapter with an "If this is you" section, and action steps to transform our behavior to get better results from the people around us.

When reading it this book I had a few "ouch!" moments when I identified a little too closely with her examples, but she kindly reassures readers that she has been some of these case studies as well. Somehow that made me feel better.

Thinking about getting a business coach to help you move forward in your career? Save

okay yesterday, it should be okay tomorrow.

Altering policies when nothing else has changed is confusing for the puppy and people. To relearn a bad habit later is much tougher than learning correctly the first time.

Teach puppies, and people, what you need them to do from the beginning. Set them up for long term success.

People, like puppies, appreciate great bosses who are consistent in what they say and what they do.

*Please share your feedback on this article on [my blog](#).*

## Twitter and Social Media

Did you know that Google+ finally has unique URLs?

<https://plus.google.com/+MaryKelly/posts>

Go into Google Setting to get your unidue URL now. Here are the steps:

1. Sign in to Google+. In the top left corner find the Google + main menu and then click **Profile**.
2. Click the **About** tab, and under Links > Google+ URL, click **Get URL**.
3. You'll see your current custom URL which you aren't able to change. You can need to add a few letters or numbers to make it unique to you.
4. Click the box next to "I agree to the Terms of Service" then click **Change URL** in the bottom left corner.

This URL is linked to your Google+ Page or Profile, so be sure everything is right before you before you hit confirm choice.

## How Can We Help?

We don't assume, so here is a brief list of what Mary does:

1. Motivational leadership and business keynote speaking for conferences, conventions, banquets, and events
2. Emcee corporate events and fundraisers
3. One-on-one business consulting
4. Strategic business planning

Call Mary at 719-357-7360 for a free initial consultation.

yourself a ton of money and get this book first. I say this as an executive business coach.

If all of my clients read this book and took Sara's recommendations, some of them might not need me as much. Highly recommended!

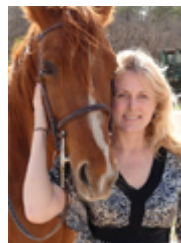
## Pet Tip

Please trim your pets' toenails! When nails grow too long they curl and make it hard for pets to move properly. If you can hear your pets toes going "click, click, click" on the floor, the toenails are too long. Trim them gradually so you don't hurt your pet by cutting into the quick. Shave off a little at a time with pet nail clippers and follow with a coarse emery board to smooth and help push the quick back. Regular trimming makes a huge difference in their comfort and well being.



## Thank you for reading this Newsletter

Know anyone planning a conference who needs a motivational leadership speaker, or a business that needs a push forward? Please [contact me](#). I greatly appreciate your referrals!



*Mary C. Kelly*

## Connect with Mary



*Would you like to use any of these articles in your newsletter or website? You can, as long as you include this at the end: With over twenty years of leadership experience and a diverse background leading teams in the U.S. and abroad, Dr. Mary Kelly makes leadership a reality for all levels of an organization. Register for her free newsletters at [www.ProductiveLeaders.com](http://www.ProductiveLeaders.com)*

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