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Productive Leaders

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Real Leadership Potential: 15 Ways to Spot Great Leaders



In our latest book, [*Why Leaders Fail and the 7 Prescriptions for Success*](#), we identify characteristics people need in leadership positions to be successful.

We look for successful leaders when we make hiring decisions, but the unquantifiables are tough to judge from a resume or even from an interview. How do we hire for success? How do we hire good potential leaders who are also great team players?

When we are looking to build a team, we want people with great ideas, people with expertise, and people who will help our organization grow, but we also want more.

When we hire, we want people who display a great attitude, who project helpfulness and friendliness, and who want to help others be successful. What does that look like? How does that translate into leadership behaviors? What do **superstars** do?

Here are a few specific **actions** that current and future great leaders and team players do to help themselves and others succeed.

1. They remind others 24 hours in advance of planned meetings, phone calls, and deadlines.

2. They stand up for co-workers who are doing the right thing.
3. They keep the boss and their employees informed about what is going on, both good and the bad news.
4. They start and end meetings on time.
5. They have agendas for meetings so they don't waste other people's time.
6. They are 5 minutes early for meetings, because keeping others waiting is disrespectful.
7. They are as respectful to the people who empty the garbage and vacuum the floors as they are to the CEO and their best customers.
8. They are up to date about current events and industry events. They are experts in their field and interesting conversationalists.
9. They are grateful, and they show it. They know how to say thank you to specific people, for specific actions, at appropriate times, in a way that does not come at the expense of others.
10. They are generous with their time when people have a problem.
11. They put down their cell phone, move away from the keyboard, and focus when others are talking.
12. They don't walk past trash on the ground. They pick it up and throw it away.
13. They remember the important life events of those around them: births, deaths, weddings, and birthdays.
14. When they learn they are wrong, they change their mind.
15. They make the right decisions, even when those decisions are not popular.

What other actions have you seen great leaders do?

Please share other actions here on [my blog](#).

Why Leaders Fail and \$700 of bonuses!

Huge thanks to everyone who already got **Why Leaders Fail**, my new book with Peter Stark. I'm so grateful!

*"Why Leaders Fail explains the **key traits** needed to **lead at a higher level and unleash the power of your people.**"*
– Garry Ridge, CEO, WD-40, co-author, *Helping People Win at Work*

"Want to be a successful business or military leader? Of the thousands of leadership books, **only Kelly and Stark pinpoint why people in leadership roles so often fail. A MUST READ!**"

– Steven Pressfield, best-selling author of
The War of Art and *The Gates of Fire*

The book is available on Amazon:

<http://www.amazon.com/Why-Leaders-Fail-Prescriptions-Success/dp/1935733176/>

BONUSES!

To celebrate the launch we are giving away loads of bonuses!

- **“Leadership & Productivity Bundle”** by Mary C. Kelly, PhD (\$34.95 value)
- **“Seven Laws for Learning, Growing and Changing”** by Kevin R. McNulty, MA (\$39.00 value)
- **“Free assessment: How Well Do You Negotiate?”** plus eBook, **“Negotiate Like a CEO”** by Linda Swindling, JD, CSP (\$45.00 value)
- **“Instant Access: Making Great & Lasting First Impressions”** by Steve Hughes (\$25.00 value)
- **“Learn about speech-to-text technologies”** by Susan Gingras Fitzell, M. Ed., CSP (\$99.95 value)
- **“LinkedIn Daily Dozen”** by Phil Gerbyshak, Simplified Social Selling Expert (\$47.00 value)
- **“Your High Performance Mindset: Ten Tips that Will Build the Mindset that Will Skyrocket Your Performance”** by Ava Diamond (\$57.00 value)
- **“How to Have More Fun at Work”** (audio) by Warwick Merry CSP (\$20.00 value)
- **“Strategic Marketing”** (96 page eBook) by David Newman, author of Do It! Marketing (\$77.00 value)
- **“SYNCED: A Visionary Approach To Turning Your eBooks, Videos And Content Into Live Broadcasts, Your Customers Into Lifelong Connections, And Your Business Into A Marketing Machine”** (A “live connected” edition of the book) by Nick Night, CEO and Co-Founder, Revizzit.com (\$9.99 value)
- **“Things LEADERS Say: A Daily Guide to Help Every Leader Empower & Inspire”** (eBook) by Andy Masters, MA, CSP (\$12.95 value)
- **“Microsoft Outlook 2013 Tips, Tricks & Techniques”** ebook plus “Timesaving Outlook Keyboard Shortcuts” Instructional Handout by Dawn Bjork, MCT (\$20.00 value)
- **“5 Secrets Every Speaker Needs to Know Before Your Next Presentation”**(eBook) by Paul Vorreiter (\$20.00 value)
- **“7 Easy to Implement Strategies to Boost Your Business with Qualified Leads and Prospects Thanks to Facebook Ads”** by Dan Janal, founder of PR LEADS (\$79.95 value)
- **“Special Report: Using Body Language for Lie Detection”** by Traci Brown (\$29.00 value)

To claim these special bonuses, go here and follow the simple instructions:

<http://productiveleaders.com/why-leaders-fail-book-sales/>



P.S. For bulk orders, please email me directly at Mary@ProductiveLeaders.com

What Does Mary Do?

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

1. Motivational leadership keynote and breakout speaking for conferences, conventions, banquets, and events
2. Leadership events, particularly for the real estate, insurance, medical, and financial sectors
3. Executive coaching to improve strategy, business processes, and profits
4. Strategic business planning

Call Mary at 719-357-7360 or email at Mary@ProductiveLeaders.com.

Thank You Being Part of Our Community

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

Mary C. Kelly



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

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