

# Result Leaders

This is a personal development program for persons who seek to increase their achievement professionally and personally. It applies to those who supervise one or two people, CEO's of large organizations, or the emerging professional who is striving to achieve greater gains. It's premise is that a result footing is not just one element of leadership. It is the center of leadership and is critical for organizations that see results not as a piece but as the point.

Through series of short-term applications and one longer term project, participants learn and practice skills to:

1. Think and speak first to results. Achievement trumps process, structure, and activity. When a result leader enters a room, a result question leads the engagement.
2. Build energy in others. Leaders must ensure that when others attend their meetings or just exchange a few words in the hall that they leave with more bounce in their stride. Energy is the most powerful resource in an organization.
3. State the aiming points and hold everyone to playing a role to achieve them. When led by a result leader, no one in an organization or a group within it should say they are unclear about just what is to be achieved by them.
4. Ensure the presence of a strategy strong enough to achieve a result set high enough such that habit and redoubling of effort will not achieve it. The strategy is shaped such that all staff know to activate it.
5. Thrive on tracking and using information to constantly improve programs. Result leaders are driven to improve results before they are counted and look broadly at how all staff—especially those who directly interact with customers—can get and use data in real time.

This product is generally done with a cohort of 6-12 individuals. We start by suggesting criteria for organizations to use to select persons with high promise, an open mind, and an itch to do better. We find that the shared experience within a group is of critical value in what is applied. Result Leaders is conducted through 4 cohort workshops and individual consulting huddles to apply tools and new habits. The program typically takes four months.

We can also add a certification component, based on a participant demonstrating skills and attributes at a sufficiently high level. This is a significant additional component that can be customized to the organization's needs.

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## RESULTS

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For more information about this or any of our products or to schedule a consultation, visit [Results1st.org](https://Results1st.org), email [info@results1st.org](mailto:info@results1st.org), or call [941-479-2714](tel:941-479-2714).