How does heartfelt leadership influence a leader’s effectiveness?
Effective Leaders understand...

- Direct correlation between heartfelt leadership and member involvement
- Heartfelt leadership impacts members satisfaction, team work, organizational climate, members offering up freely their BEST
How would you recognize a heartfelt leader?
A heartfelt leader is someone who...

- You can trust
- Is Passionate about what they do
- Inspires others to be their BEST
- Works hard but enjoys the journey
- Appreciates people when they complete tasks
A heartfelt leader is someone who...

- Takes an interest in others beyond their role
- Shows empathy, vulnerability and support
- Cares about others as much as they care about themselves
- Leads by example
- Guides and encourages
A heartfelt leader is someone who...

- Treats others with respect
- Communicates and connects from their hearts and not their heads
- Is trustworthy
- Is authentic
- Isn’t afraid to be real
Leading from the Heart

The Price of Leadership ... And What It Takes

My Story

“Here’s What I Know!”
You can’t show you care if you don’t know your Link Sister!

It starts with building a relationship, really connecting with your Link Sister.
TIPS for getting to know others...

- Ask questions
- Share personally
- Spend time outside of meetings and programming
- Some Chapter “best practices”
Dare to CARE

SHOW GRATITUDE!

- Sisters that love you
- Sisters that are challenging
- Sisters that work with you directly
- To Yourself
Showing Gratitude - Sisters Who Love You

- Invite them to do something you know they’ve always wanted to do
- Offer to do something they don’t enjoy doing
- Compliment them on a talent, skill, or strength you admire
- Look them in the eye and say – “You make the world a better place”
Showing Gratitude- Sisters Who Challenge You

➢ Thank them for introducing you to a new way to look at things

➢ Let them know how you appreciate when they challenge you in a loving, non-confrontational way

➢ Resist the urge to tell them they’re wrong

➢ Use the lesson that your were taught
Showing Gratitude - Sisters Who Work with You

- Write a handwritten thank you note
- Ask them about their lives instead of always being business
- Give flowers to brighten their day
- Bring something to drink/eat while working
Showing Gratitude - To Yourself

- Treat yourself to something you enjoy
- If someone compliments you, thank them
- Compliment yourself
- Take a personal inventory
- Schedule a date with yourself
Show You CARE

BE COMPASSIONATE!
Show You CARE

“Death and life are in the power of the tongue”
Be Compassionate

Words Matter!

“Hateful to me as the gates of Hades is the man who hides one thing in his heart and speaks another.”
Be Compassionate

Words Matter!

- Say what you mean and mean what you say
- Watch what you say, how you say it, when you say it, and where you say it
- Watch your non verbal
Be Compassionate

ACTIVITY: Words Matter!

➤ Link Sister misses meeting a deadline and didn’t call. You weren’t able to forward final required report. It’s meeting day- what will you say.

➤ Assessment was due and Link Sister didn’t submit payment nor call with explanation. You are going to call – what will you say?
Be Compassionate

Actions Speak Louder...

- Do what you say
- Be positive
- Encourage
- Support
- Be honest
### Leading from the Heart

**The Price of Leadership ... And What It Takes**

<table>
<thead>
<tr>
<th>What you DO!</th>
<th>What you will GAIN!</th>
<th>What you will AVOID!</th>
</tr>
</thead>
<tbody>
<tr>
<td>Express clearly wants, needs, and desires</td>
<td>Being perceived as a Visionary who knows what is needed to achieve goals</td>
<td>Organizational confusion about what is needed and what you desire</td>
</tr>
<tr>
<td>Go out of your way to respect others’ points of view.</td>
<td>Trust and mutual respect</td>
<td>The perception that only your point of view matters</td>
</tr>
<tr>
<td>Listen with intent to understand what is really being said</td>
<td>Valuable insight into what your Link Sisters are really thinking</td>
<td>Being blind-sided by what your team thinks of you</td>
</tr>
<tr>
<td>Take time to appraise your Sisters’ talents and leadership development needs</td>
<td>Vision you need to effectively deploy and develop</td>
<td>Not having the talent and skills required to accomplish the goals</td>
</tr>
<tr>
<td>Appraise your skills and identify any deficiencies</td>
<td>Insight needed to develop a timely plan</td>
<td>Not being prepared for the task at hand</td>
</tr>
</tbody>
</table>
It is ALL about FRIENDSHIP!

“Don’t walk in front of me, I may not follow. Don’t walk behind me, I may not lead. Just walk beside me and be my friend.”