

The Development Professional as Leader

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Pranger Philanthropic

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A Development Professional is...

A decorative graphic on the left side of the slide. It consists of a vertical orange bar on the far left. To its right, a horizontal orange bar extends from the top, then curves down and left to meet the vertical bar. Below this, a horizontal olive green bar extends across the width of the slide.

A Leader is not...



A leader is...

Today, we will...

- It's not about you...
- The Big Picture
- Getting that seat...
- Leading from above, below, around...
- From this day forward...



The First Rule of Leadership...

Everything is your fault.

Anonymous



It's not about you...



If not me, then who????

Being a leader changes everything...

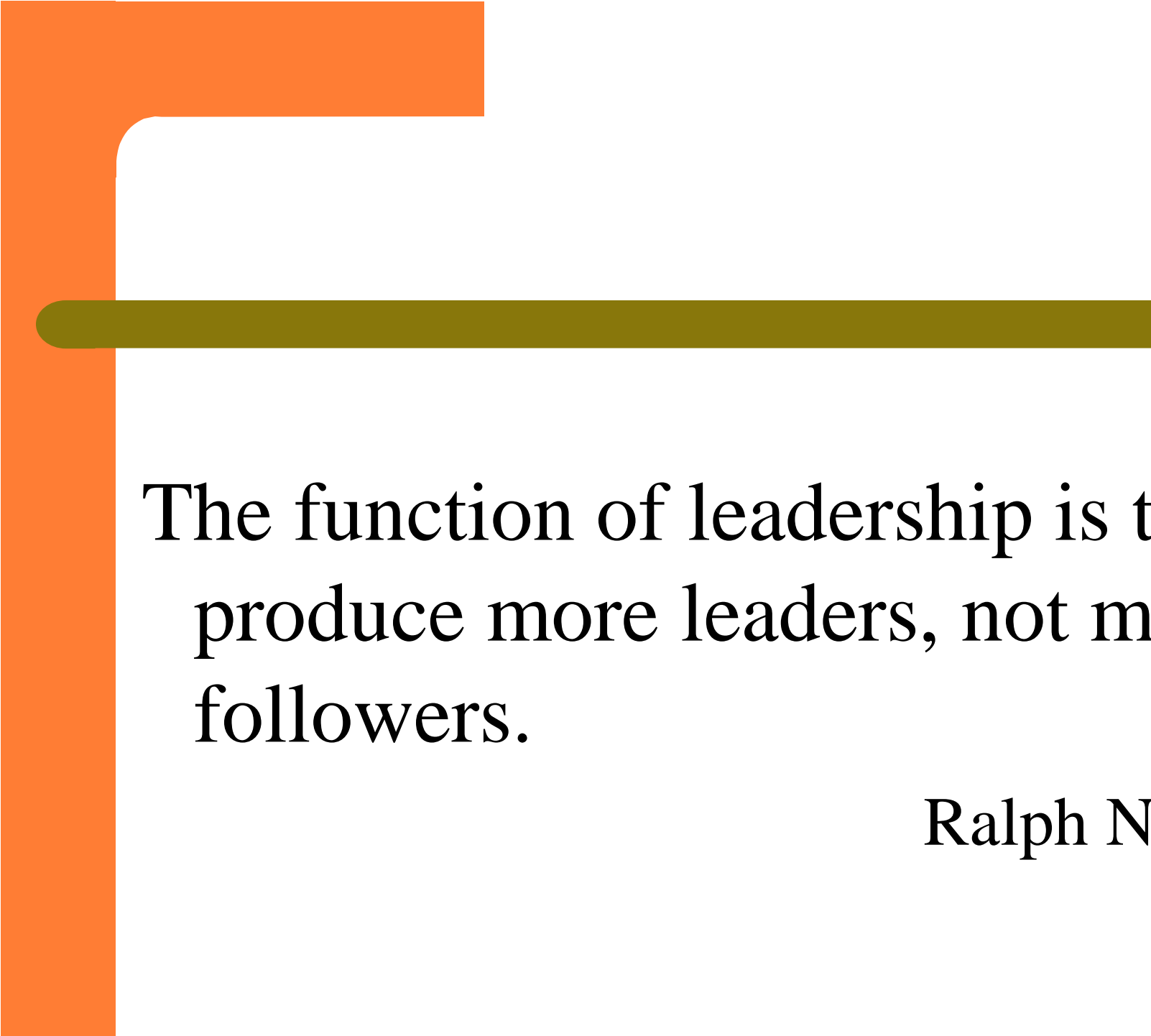
Before you are a leader, success is all about you. It's about your performance, your contributions. It's about having the right answers.

When you become a leader, success is all about growing others. Your success as a leader comes not from what you do but from the reflected glory of the people you lead.

Jack Welch

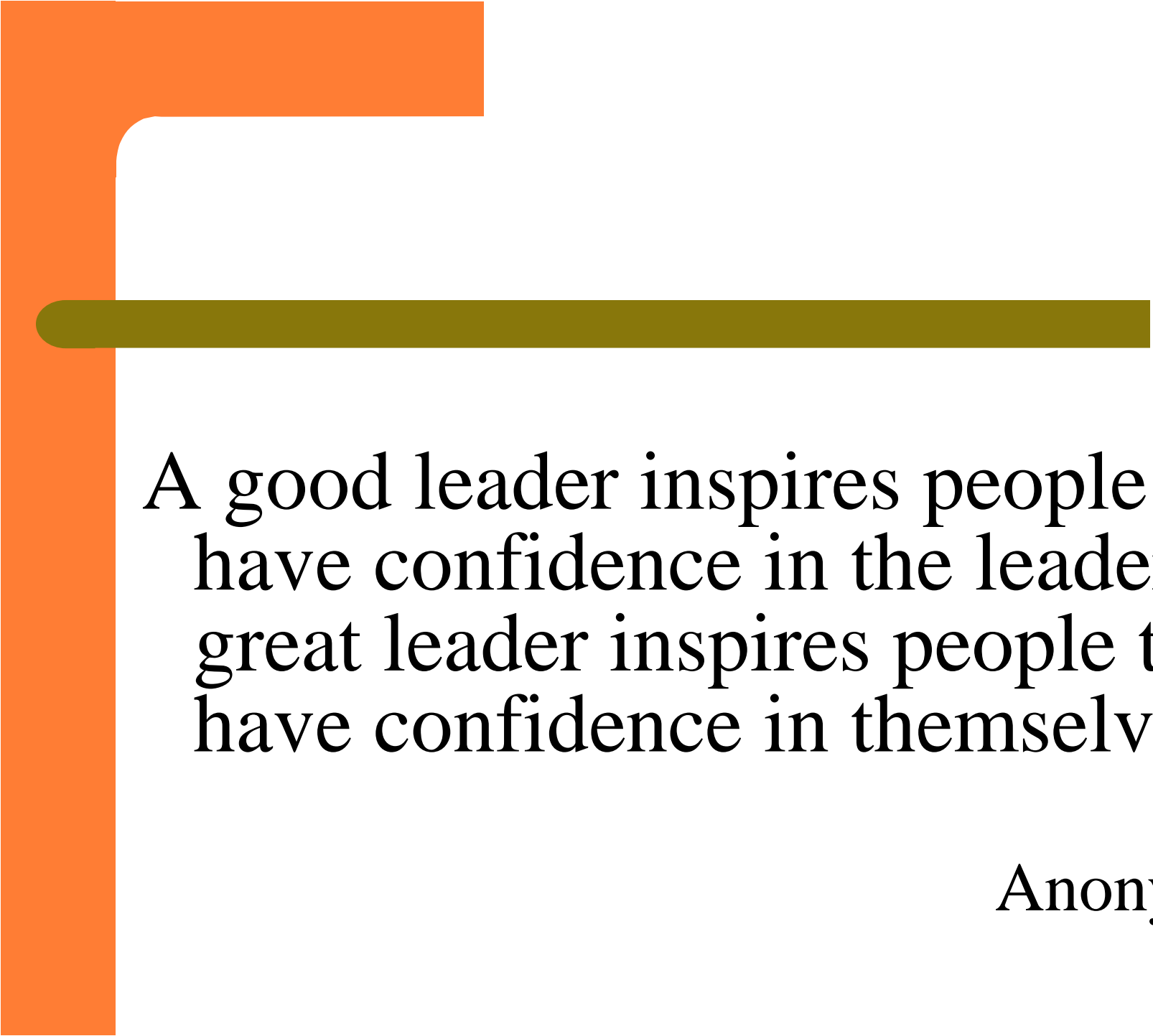
Without leadership...

- Innovation
- Creation
- Implementation
- Evaluation
- Who comes next?



The function of leadership is to
produce more leaders, not more
followers.

Ralph Nader



A good leader inspires people to have confidence in the leader; a great leader inspires people to have confidence in themselves.

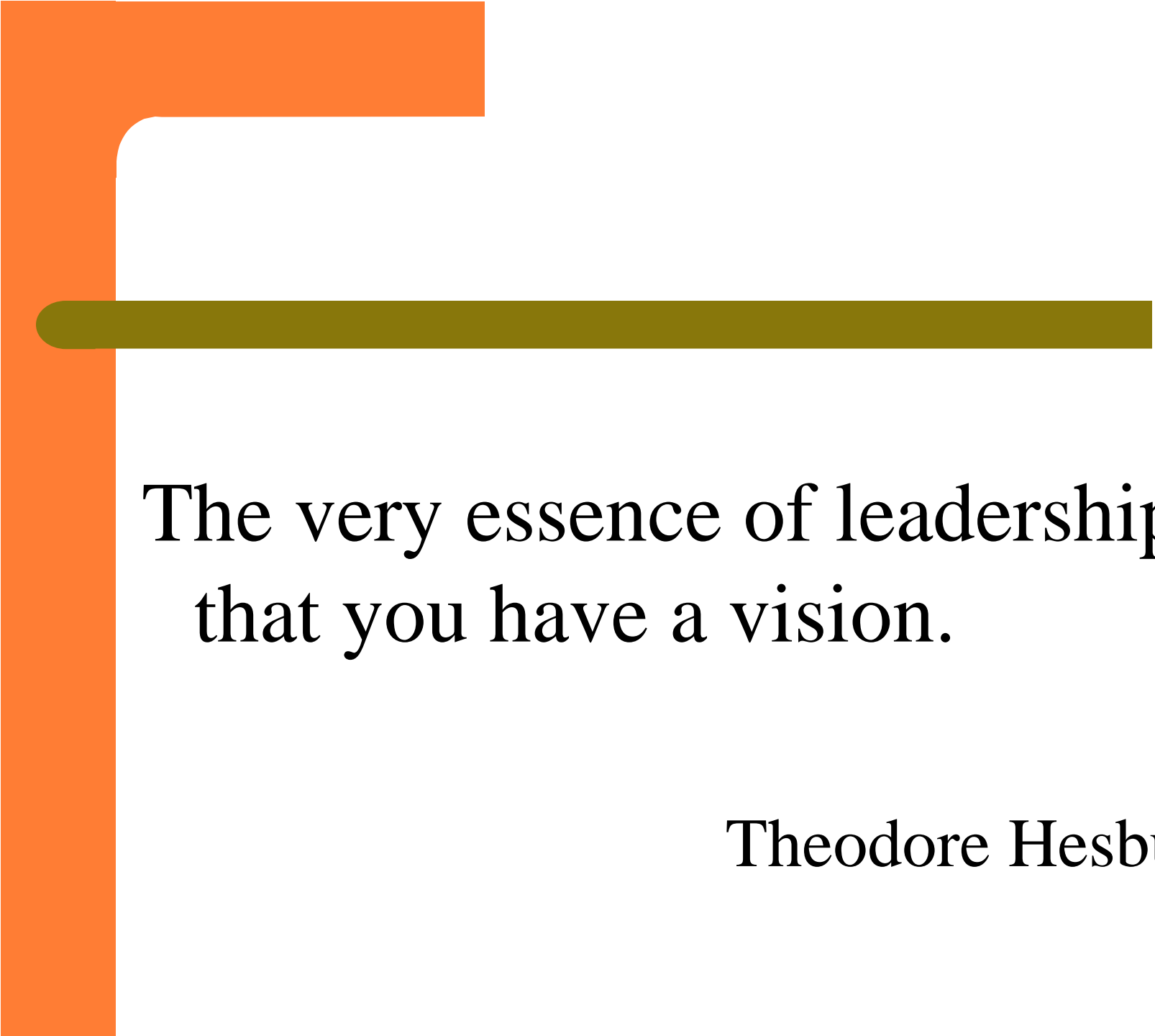
Anonymous



Self-confidence breeds...

The Big Picture

- The Development Officer sees...
- The Leader sees...
- What is the overlap?



The very essence of leadership is
that you have a vision.

Theodore Hesburgh

Your Vision...

- What is your vision?
- Can you articulate it?
- When did you last articulate it?
- To whom did you last articulate it?
- What was their response?

Building Your Vision...

- The problem I want to solve is...
- I want it to be solved by...
- Three people I need to help me solve it are...
- Three things I need to learn are...
- Three things to do to solve it are...
- Until ___ happens, it won't be solved.
- The world will look like ___ when it is solved.

Also, to consider...

- The Past
- The Present
- The Future



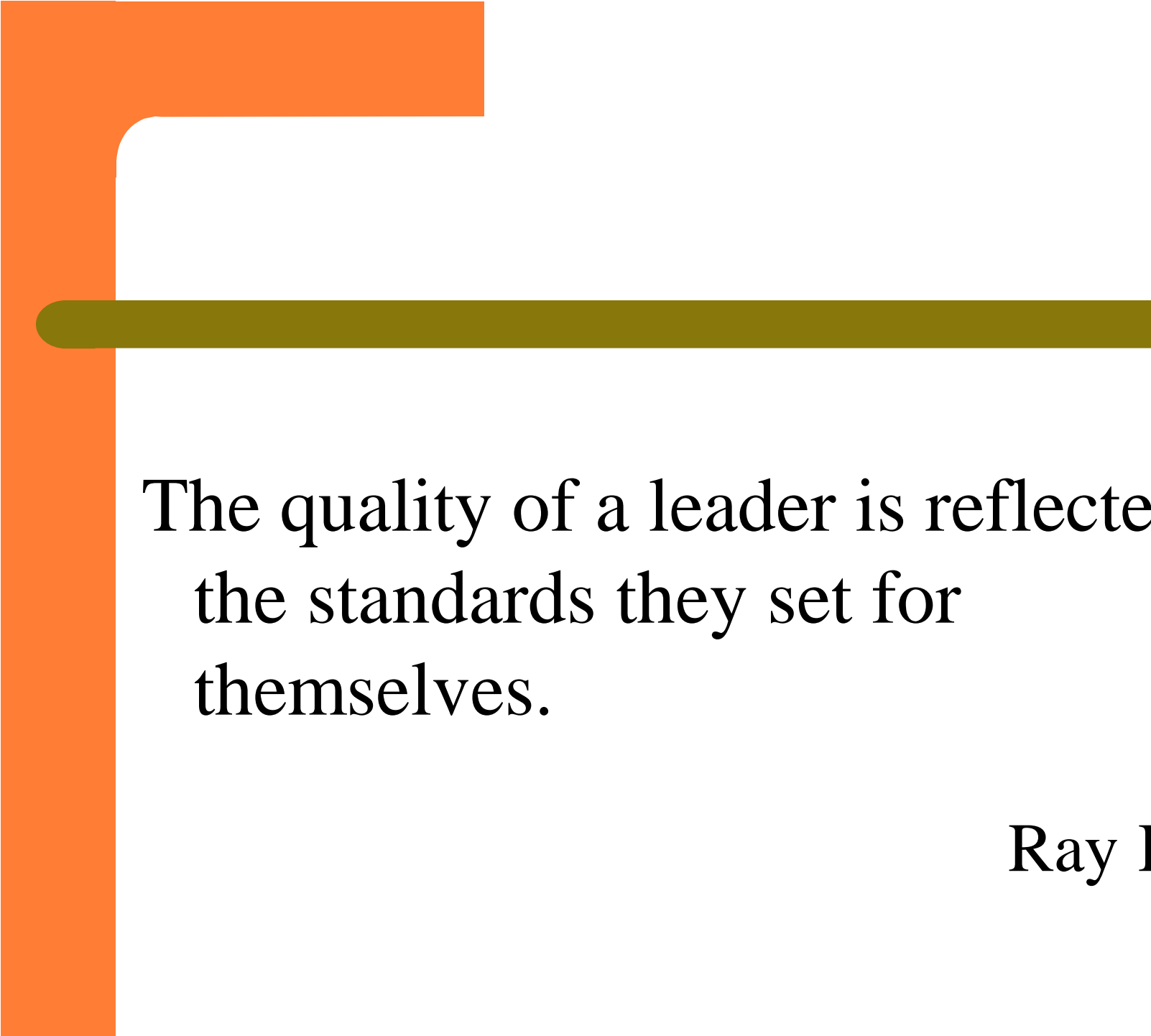
So, now...



What is your vision?

Getting That Seat...

- Who are you?
- Are you capable / competent in your job?
- Do you know and live the mission?
- Are you enthusiastic? excited? engaged?
- Are you a lifelong learner?



The quality of a leader is reflected in
the standards they set for
themselves.

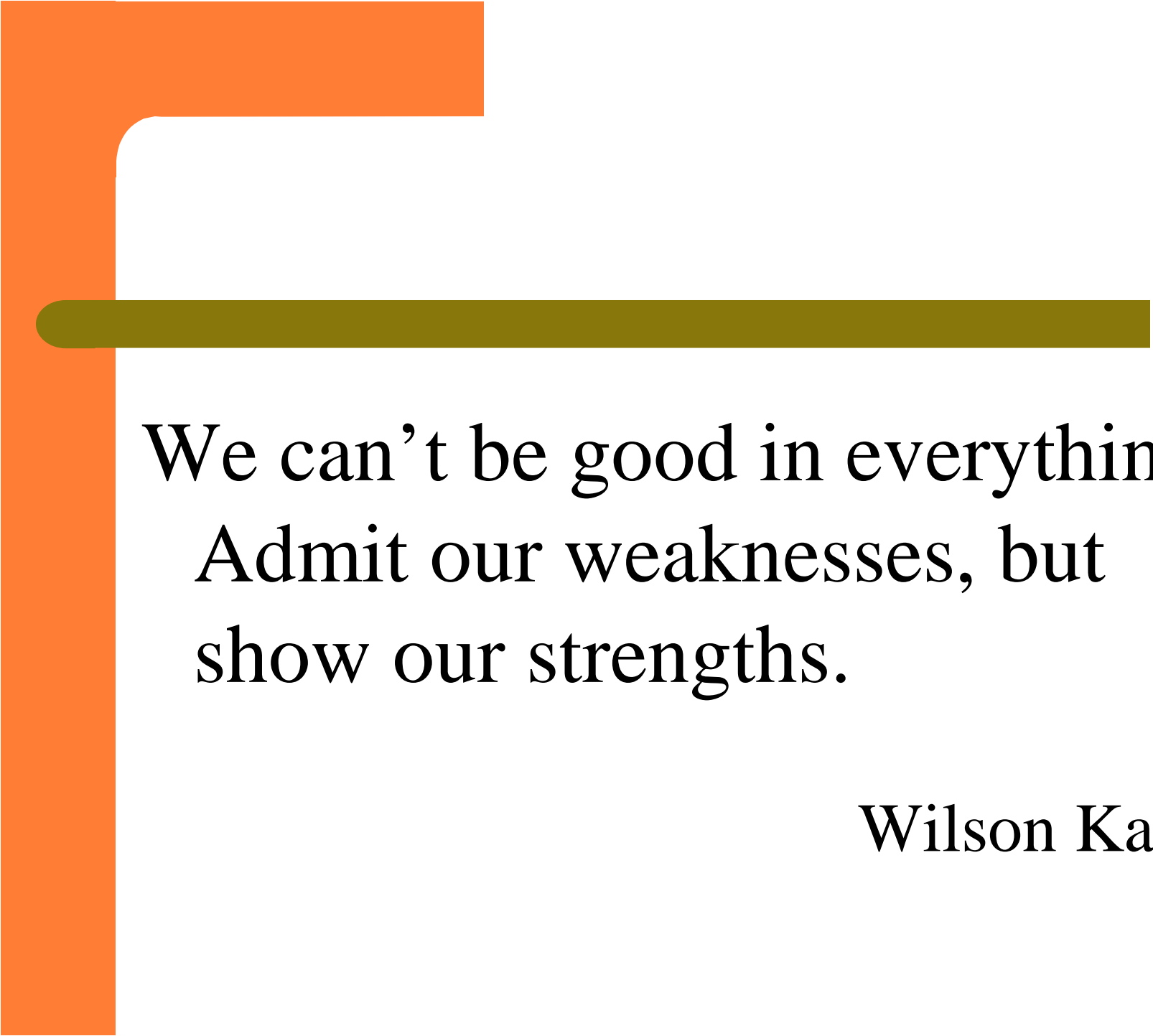
Ray Kroc



Know Thyself...

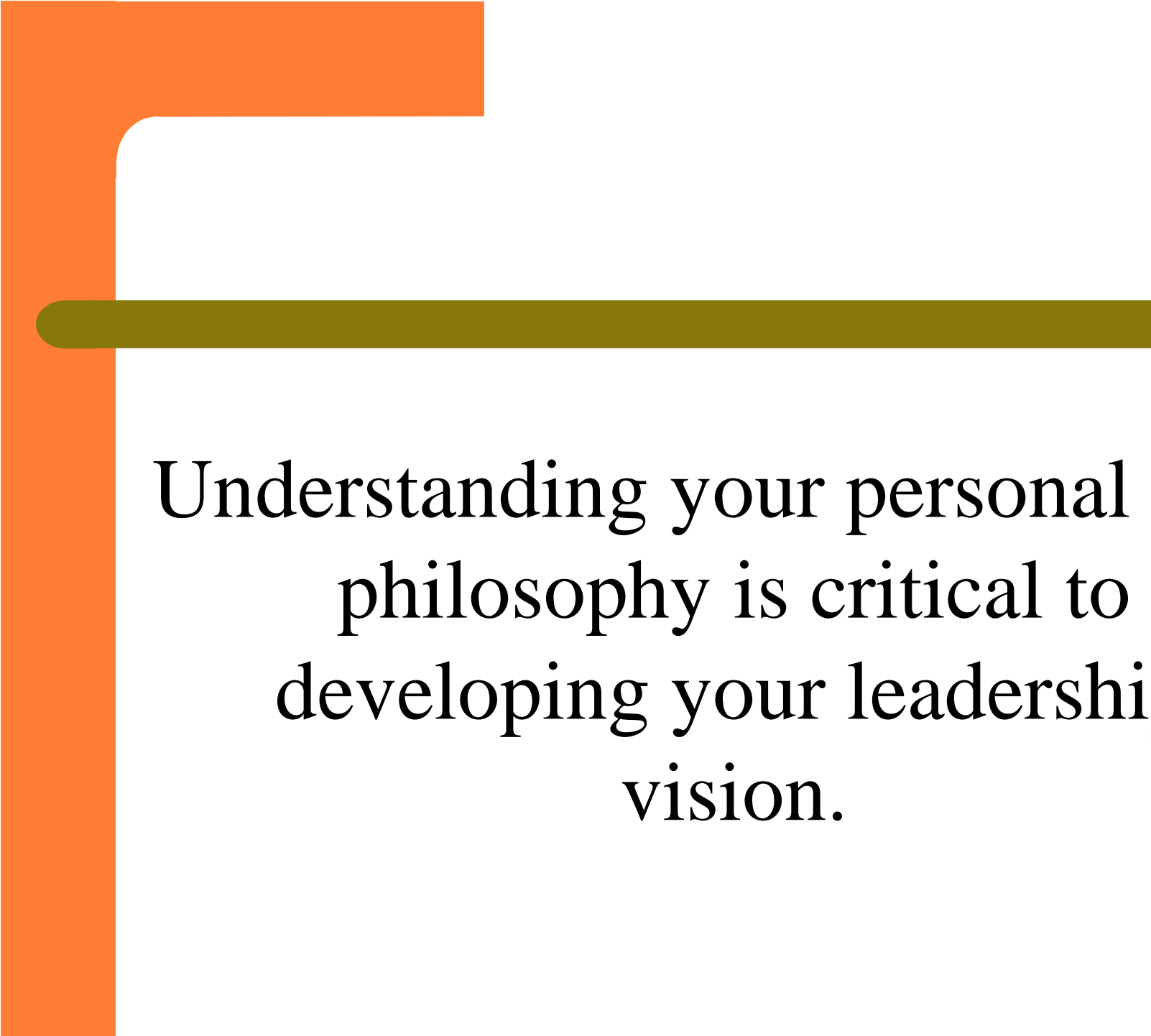
Right now...

Identify two things that you do better than anyone you know...



We can't be good in everything.
Admit our weaknesses, but
show our strengths.

Wilson Kanadi



Understanding your personal life
philosophy is critical to
developing your leadership
vision.



Your Personal “Tag Line”

Don't tell me why it can't be done...

Let's figure out how it CAN be done.

Jill A. Pranger, ACFRE

Your Personal “Tag Line”

Create it...

Write it down...

Live it...

Revise it...

Keep it...

Getting That Seat...

continued

- Trustworthiness
- Ethics
- Forthrightness
- Respect
- Optimism
- Realism

Above, Beyond, Around...

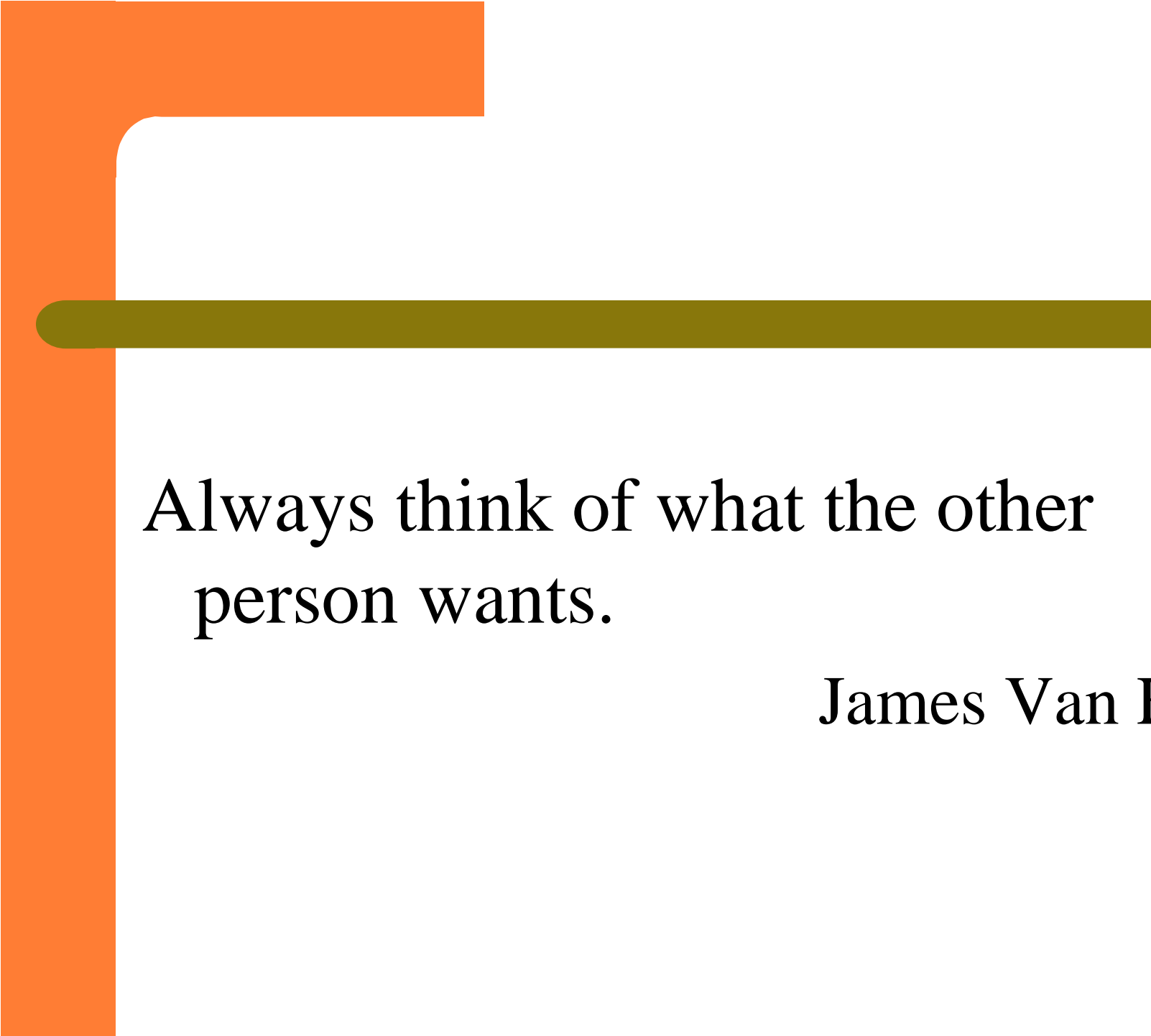


Gold...

or

Platinum???



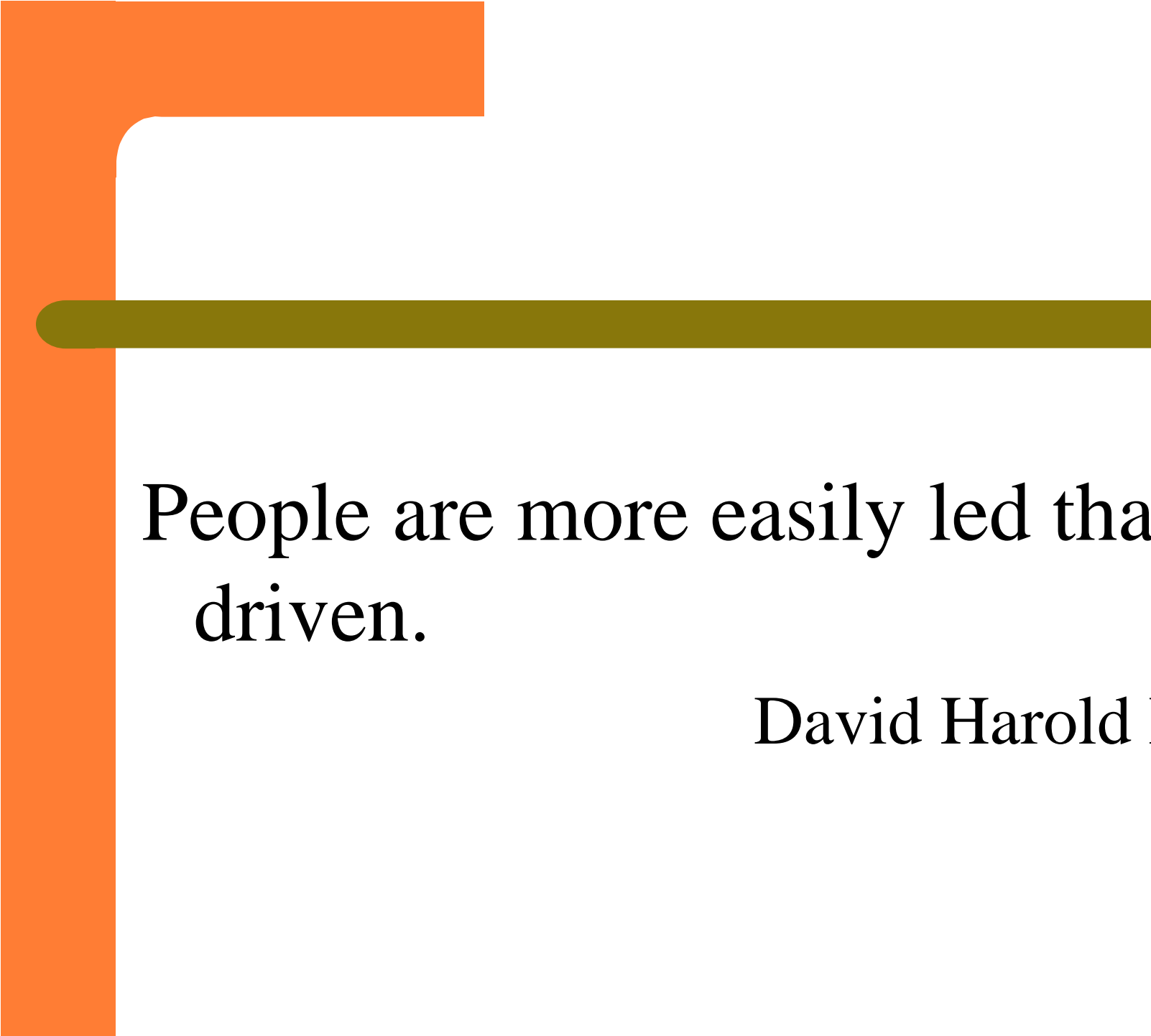


Always think of what the other
person wants.

James Van Fleet



Ask, don't tell...



People are more easily led than
driven.

David Harold Fink

Stand in THEIR shoes...

Suits and Flutes!!





A Learner Always

Leadership and Learning are
indispensable to each other.

John F. Kennedy

Humor

- At yourself, first!
- Never at them...

If you can't make a mistake,
you can't make anything!!

Marva Collins

When you do tell...

...tell stories





Praise improves our sense of
hearing.

Arnold Glasow



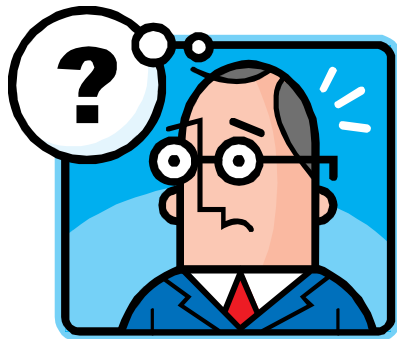
It won't always be...

...how you'd do it!

Strive for excellence, not perfection.

H. Jackson Brown, Jr.

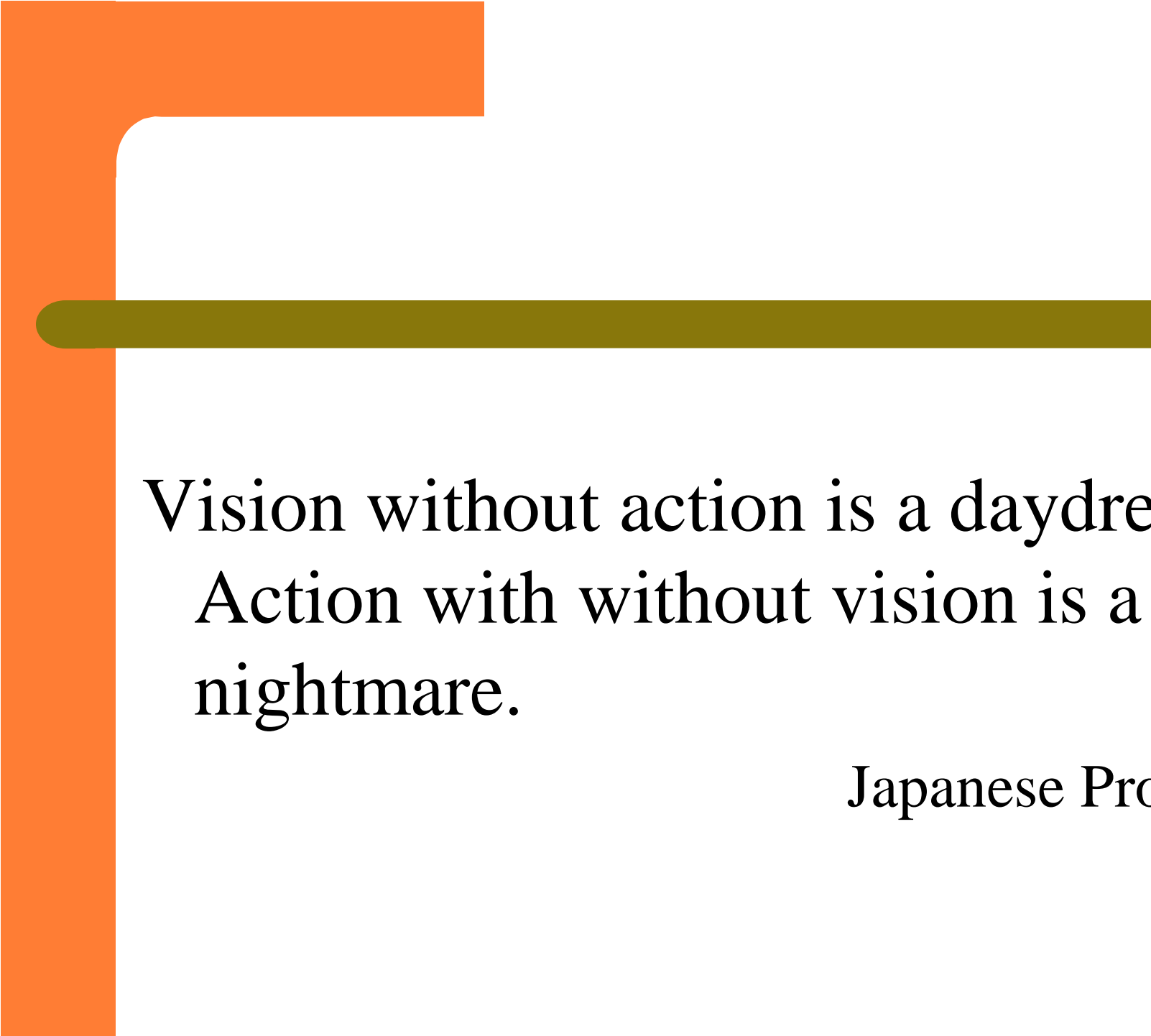
Why does it matter?



Bridgespan Group 2006 Study

-- over the next decade, 650,000
new senior managers will be needed

[the equivalent of 2.5 times
the number currently employed]



Vision without action is a daydream.
Action without vision is a
nightmare.

Japanese Proverb



From This Day Forward...

If the whole world decided today
to follow you, where would
you lead them?


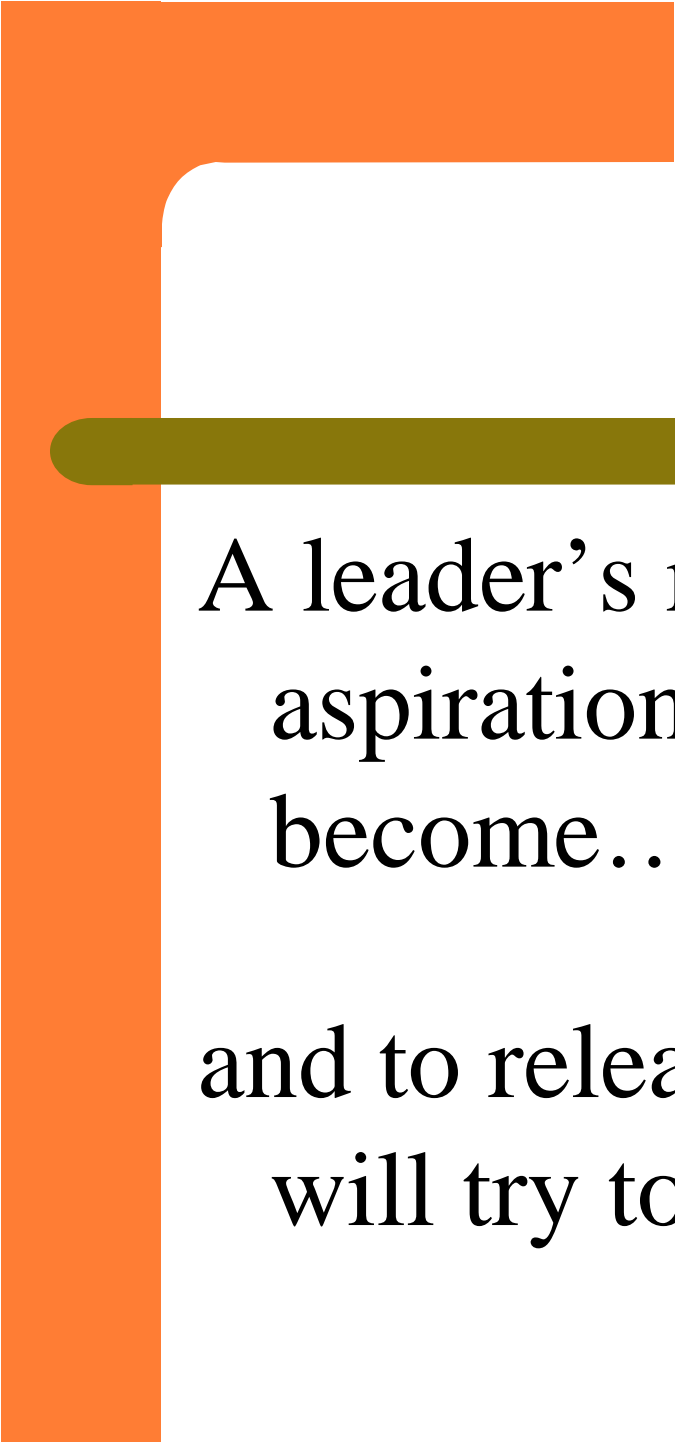
Victor Wooten

Becoming a (better) leader...

- Listen...more, better, differently?
- Praise...more, better, differently?
- Learn...more, better, differently?
- Speak...more, better, differently?
- Teach...more, better, differently?
- Laugh...more, better, differently?

And, so...

- Be thought-filled
- Know yourself
- Have a personal vision
- Think about them
- Pass it on
- Enjoy each day...



A leader's role is to raise people's
aspirations for what they can
become...

and to release their energies so they
will try to get there.

David Gergen

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