

YOU ARE A PROFESSIONAL, BUT ARE YOU A GOOD LEADER FOR YOUR BUSINESS?

ASK YOURSELF THE RIGHT
QUESTIONS TO LEAD YOUR BUSINESS
AND PRACTICE

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THE LEADERSHIP
AND MENTORING
COACH



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Eric Jackier

That question above may very well determine how successful your business will be. The type of professional you are does not matter. You can be the best doctor, lawyer, financial planner or baker in the world but if you don't lead your business, your ability to grow and prosper may be limited.

Here is an exercise, ask yourself this important question...

****DO YOU AS A PROFESSIONAL UNDERSTAND HOW TO LEAD YOUR BUSINESS?****

We are not discussing billable hours, number of clients or the ability to practice your profession with excellence.

Let's ask that question again...

****DO YOU AS A PROFESSIONAL UNDERSTAND HOW TO LEAD YOUR BUSINESS?****

Write down your initial answer.

As leadership expert John Maxwell says, “Everything rises and falls on leadership” – you are not only the professional, you are the leader. For the sake of this discussion, we are not talking about foundational leadership basics such as honesty, authenticity, and integrity. Without those, you are doomed to failure. We are talking about leading your business.

To really examine this question, let’s ask a few others (please answer as honestly and thoughtfully as you can)...

1. Are you serving the right clients? (Just because they pay you or offer to means they are the right clients)

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2. Do you have enough help? (The fastest way to ruin your business or ability to deliver your services is to try and do everything yourself.)

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3. Are you managing your time correctly? (Working unreasonably long hours does more harm than good. Not focusing your hours correctly is just as harmful.

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4. Are you working on your development? (Both as a professional and as a leader, continuing education is essential to success)

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5. Are you aware of your strengths and weaknesses as the leader of your business? (These questions should be asked of you and your staff every quarter)

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6. Are you delegating the tasks you are not as well equipped to handle to someone who is?

7. Have you developed your Leadership Advisory team?

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8. What is your “no” policy? (Things you will not do or tasks you will not perform under any circumstances)

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9. Are you using the 80-20 principal in your business?

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10. Are you doing all you can to improve yourself as a leader?

11. Are you being coached and mentored in the area of business leadership?

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NOTES:

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