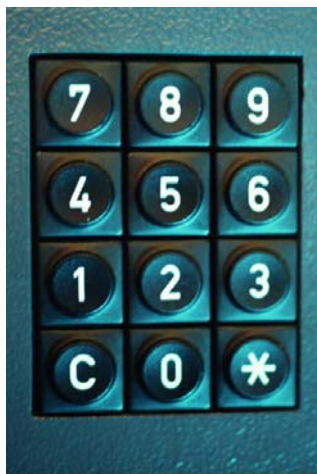


Getting the Right Results the Right Way Right Now

Keynote by John Baldoni



The purpose of leadership is to achieve intended results. The challenge is to deliver those results the right way at the right time.

It is the responsibility of the leader to stimulate the development of individual and team goals that fulfill organizational results. Effective leaders place those goals within context the organization's mission, vision and values. By linking goals to results, leaders make them personal as well as doable.

Communication becomes the tool that leaders use to rally people around a common cause. By creating messages and stories the leader can create expectations, drive execution and attain inspired results.

In "Getting the Right Results the Right Way Right Now," John Baldoni delivers real-world "best practices" that leaders at every level can use to get their people focused on results and doing what is necessary to achieve them.

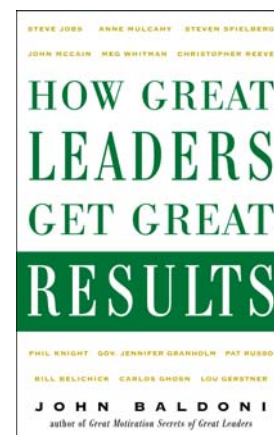
John reveals a four-step model:

- *Aspire* – focusing on the right goals
- *Perspire* – executing with discipline and courage
- *Require* – enabling risk and promoting courage
- *Transpire* – turning actions into achievements

Specifically, John suggests that leaders do the following:

- Set expectations that point people in the right direction.
- Energize individuals around common goals.
- Share the leadership load – delegate responsibility and authority to others.
- Instill discipline as a means of executing on time and on budget.
- Allow individuals to take risks that push the organization forward.
- Honor the courage of individuals who stick to the right course in the face of adversity.

This keynote presentation is based on John's newest book, *How Great Leaders Get Great Results* (McGraw-Hill 2006)



About John Baldoni

A frequent speaker, John specializes in leadership communications and coaching, in particular with first-time supervisors. His clients range from Fortune 100 companies to non-profit organizations and entrepreneurial start-ups.

John also guest lectures in university programs, including University of Michigan. He is the author of many leadership books, including *180 Ways to Walk the Leadership Talk*, *Great Communication Secrets of Great Leaders* and *Great Motivation Secrets of Great Leaders*.