

LEAD WITH PURPOSE



LIFE *BELOW*  
THE WATERLINE

THE **GAME**  
CHANGERS  
INC



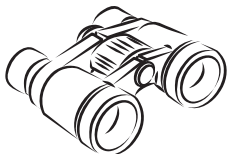
# VISION:

## THE INDISPENSABLE QUALITY OF LEADERSHIP



### Definition:

Definition: an ideal and unique image of the future for the common good; a statement of destination, the ends of our labor



### What does vision look like?

Vision is a clear, compelling picture of what the future is going to look like. It is the inspiration, focus and direction for all human effort. The key for a leader is to know that people buy into the leader - then they buy into the vision. It provides the template for all decision making.



### Why is vision important?

Without a clear vision, challenges and difficulties distract you and your people; conversely, a clear vision provides you and your people motivation to persevere through the difficulties. A clear vision is the “lighthouse” that guides you and your organization through the fog. It connects your efforts to a purpose.







# LIFE BELOW THE WATERLINE (HEART, CHARACTER, VALUES)

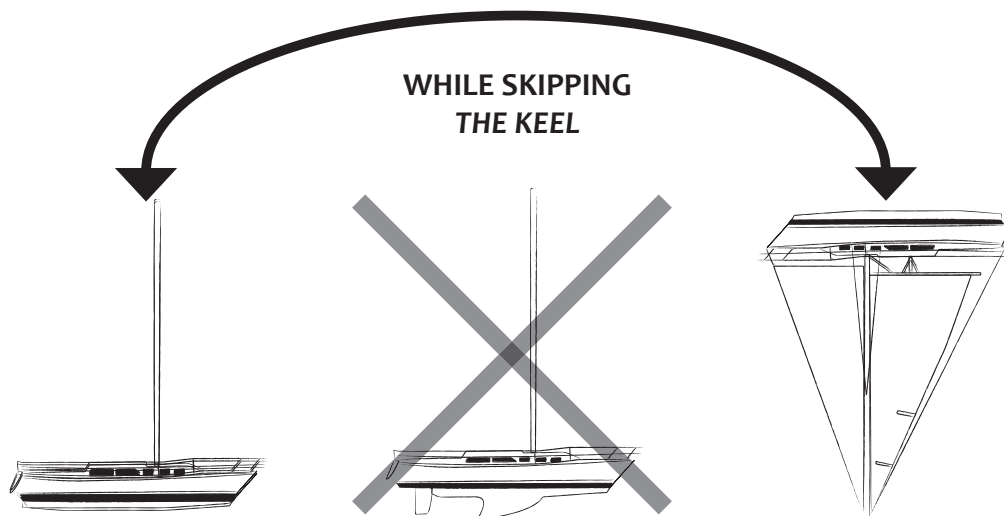
## “THE KEEL”

Why is it important that **Life Below the Waterline** be dealt with first? The following model illustrates the significance of establishing our “keel.”

## HOW TROUBLE COMES

Trouble comes when the leader gets out of step with the stages of leadership development. All too often we go from the “Hull,” or managing from your title, to the “Sail” in efforts to get results without establishing the “Keel.”

### THE MOST COMMON MISTAKE - GOING FROM *THE HULL* TO *THE SAIL*



The keel represents those qualities required to gain your people’s permission to lead them, and your stability and strength to lead. Without an adequate keel, no amount of work or effort above the waterline can keep the boat right side up.

Often times we won’t know or appreciate how important the keel is until we encounter rough winds and adverse weather. It is at those times that our character is revealed and we discover just how deep and stabilizing our “Keel” is.

Your life below the waterline is significant in your ability to positively and effectively influence people. It is beneficial to assess this area of your life and make any necessary course corrections before you are tested.

