

Dr. Will Moreland

*L*eadership

Excellence

For The Leader In You

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Leadership Excellence
By Dr. Will Moreland

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Ken Blanchard is a prominent, sought-after author, speaker, and business consultant. New York Times Bestselling Author of “The One Minute Manager”

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The Nation's Largest Locksmith Company**

Dedication

For the last 20 years my wife and my family have shared me with the world. They know and understand that I am passionate about the work I do and my genuine desire to help people live their best life. They make it extremely easy for me to do what I do. I hope I make them proud and the many sacrifices have been worth it!



My Wife

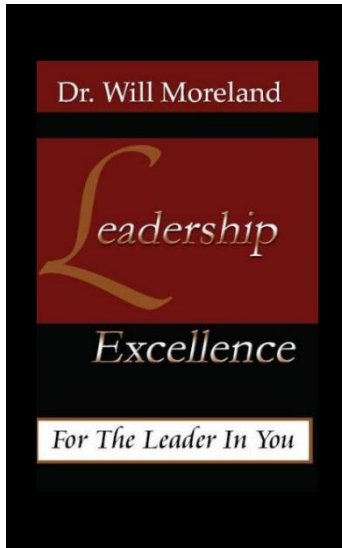


My Son



My Daughter

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Introduction

Whether you realize it or not you are a leader. You may say no I am not, I do not have a title, and I hold no leadership position at my job, church or social organization. I beg to differ with you; a leader is one who leads or guides with an *intended* or *unintended* purpose in mind. This means everyone is a LEADER! Our very actions become examples to someone else, be they positive or negative, thus making us a leader by example. The person who hangs out on the street corner is a leader in wasting time, living an unproductive life. The older sister becomes a leader to her younger siblings. The young child on the playground is a leader. Usually we tell children to be a good example to the younger children, but what we are really saying is ***“BE A LEADER.”***

Since we are all leaders in some capacity, the mother who has three children, becomes a leader to the young mother who has just given birth and is scared out of her mind. The way we act, speak, interact with others, all these things are us in are leadership mode. The way I respond to the trainee behind the counter at the grocery store going extremely slow, becomes an example to someone, thus making me their leader in how to handle the situation.

Seeing yourself as the leader you are will help you evaluate your actions and monitor what you do. Effective

leadership is learned behavior, not automatic. No one is a born leader, but all leaders are born.

In this devotional I want to help you develop your leadership skills by renewing your mind in key areas of leadership. I have selected several key essentials that you will need operating in your life continuously to be an effective leader. We will spend three days in each every, with the intent to ensure the principles becomes a part of your everyday thinking.

Whether you are a corporate executive, home executive, pastor, self-employed, teenager or nine to fiver, you are a leader. Let's get the skills and mindset that will make us exceptional and effective leaders. I'm excited about the ***“Leader In You.”***

For the next thirty-one days we will work on renewing your mind.....

DAY 1

BEING GOD INSPIRED

“The quality of an individual is reflected in the standards they set for themselves.”

Ray Kroc

Being a leader is a God inspired idea. From the beginning of creation God desired leaders on the earth.

God said, Let Us [Father, Son, and Holy Spirit] make mankind in Our image, after Our likeness, and let them have complete authority over the fish of the sea, the birds of the air, the [tame] beasts, and over all of the earth, and over everything that creeps upon the earth. Genesis 1:26

People who have a desire to please God, become ***God Inspired Leaders***. What they do and how they do what they do is inspired by the Word of God. Every action is evaluated against the truth of God’s word. God Inspired Leaders not only ask what would God do, they do what God would do.

As we begin our journey over the next several days, we want to begin with God in mind.

IN THE beginning God (prepared, formed, fashioned, and) created the heavens and the earth. Genesis 1:1

As we are talking about leadership we want to begin with the greatest leader of all time, GOD! So today we want to meditate on our leadership being God inspired, using His words to guide and lead us in every situation.

LEADERSHIP CONFESSION

I am a leader. A leader in everything I do. Today I chose to become a *God Inspired Leader*. I will ensure my actions, responses and decisions line up with God's word. I am someone's example today!

DAY 2

BEING GOD INSPIRED

“Do something for someone every day for which you do not get paid.”

Albert Schweitzer

Becoming a *God Inspired Leader* greatly depends on your willingness to divorce yourself from your own thoughts, feelings, emotions, achievements and desires.

Lean on, trust in, and be confident in the Lord with all your heart and mind and do not rely on your own insight or understanding. Proverbs 3:5

Because we live in a success driven society, an award influenced society, we have a tendency to rely on what we have achieved or received in the past. But a *God Inspired Leader* does not depend on any of these things. I didn't say we do not pursue, accept or desire these things, I said we do not depend on them as a measuring tool of our success in life.

God Inspired Leaders realize they can receive man's stamp of approval and be a complete failure in God's eye. *God Inspired Leaders* know most of the time the way they handle or see situations will not make them popular and may not get them invited to the hottest parties, but that's okay, because that is not our goal.

God Inspired Leaders have committed to doing things God's way, whether popular or not, we know that God's way is the best way and most effective way. Everything we accumulate, be it finances, education or positions is used to enhance the Kingdom of God on the earth.

LEADERSHIP CONFESSION

Being a **God Inspired Leader** is not always easy, but it is worth. I desire to hear my Father say, "*Well Done.*" I chose to agree with God's Word and not to lean on, depend on, or rely on my own wisdom and insight!

DAY 3

BEING GOD INSPIRED

“The weak can never forgive. Forgiveness is the attribute of the strong.”

Mahatma Gandhi

God Inspired Leaders lead with an eye of consciousness. We know that it is not our ability that makes us the great leaders that we are. Realizing our strength and fortitude come from a far greater source than ourselves.

But by the grace (the unmerited favor and blessing) of God I am what I am, and His grace toward me was not [found to be] for nothing (fruitless and without effect). In fact, I worked harder than all of them [the apostles], though it was not really I, but the grace (the unmerited favor and blessing) of God which was with me.

I Corinthians 15:10

The example you set forth on a daily basis has a far greater influence than you may ever imagine. It is said we potentially affect 10,000 people in our lifetime. WOW! If this is true, then we have to take what we do each day more serious.

God Inspired Leaders are always looking for an opportunity to lead someone in the right direction. Once again in our actions, responses and decisions we are looking to be an example.

I am totally aware that everything I do becomes the standard to someone else. ***God Inspired Leaders*** do not possess a nonchalant attitude toward life. We know that actions are seeds that will harvest at a future date, so we are careful of what we sow.

LEADERSHIP CONFESSION

I thank God for allowing me to be the leader I am. I take this gift personally and will do all I can to set Godly examples wherever I go and in whatever I do. As a ***God Inspired Leader*** I am aware of my duty and responsibility.

DAY 4

INTEGRITY

"Let no pleasure tempt thee, no profit allure thee, no persuasion move thee, to do anything which thou knowest to be evil; so shalt thou always live jollity; for a good conscience is a continual Christmas." Benjamin Franklin

When I think of the word integrity, I think of the word consistency. Consistent in doing the right thing over and over again. Making the tough choices over and over again. Integrity must be a consistent part of a leader's life. The need for integrity is not a new problem; the world has always been in search for a leader to consistently demonstrate integrity.

Let me be the first to say that the culture we live in does not make it easy to walk in integrity. Integrity is not just a problem for some people, nations, organizations, or churches; the lack of integrity is a universal problem.

Integrity is a **CHOICE**. You are not born with it, you cannot purchase it. You must decide that you are going to be a person of integrity.

*The integrity of the upright will guide them, But the perversity of the unfaithful will destroy them. Proverbs
11:3*

There are some key essentials to walking in integrity that you must implement into your life. Starting tomorrow we will discuss them. Today I want you to meditate on becoming a leader that walks in integrity

LEADERSHIP CONFESSION

I chose to be a leader that operates in integrity. My life is an example to someone, I will respond in every situation with the knowledge that someone is watching me.

DAY 5

INTEGRITY

“A person is not given integrity. It results from the relentless pursuit of honesty at all times.” Unknown

Today let's look at a couple of things that will help us walk in integrity. Once again integrity is doing the right thing over and over again.

To be a person, a leader, man or woman who desires to walk in integrity, you must first decide that the opinions of others will not hold you hostage. Many times, we know the right thing to do, but fail to do it, because of what others may think.

Remember you desire to be a *God Inspired Leader*; this means the only opinion that matters at the end of the day is God's. I know this is easier said than done, because we cannot see God's face, but you see your spouse, co-worker, boss's face in the midst of your decision making. You must persuade yourself, that pleasing God is all that matters.

The next essential step in walking in Integrity is making a commitment to live by a set of standards outlined in God's Word. These standards are not the social norm; this is why you must divorce yourself from the opinions and applause of others.

It is said that each individual makes about twenty-five thousand decisions a day. Ranging from what they will wear today to where they will eat lunch. All the decisions we make on a daily base are not integrity driven, but you better be able to recognize which ones are. And commit to making the right choice over and over again.

LEADERSHIP CONFESSION

I am not motivated or moved by the opinions of other. I live by a high standard that I am committed to; I will not compromise my moral standard to fit into the crowd. I have been called to Stand Out!

DAY 6

INTEGRITY

“Integrity is what we do, what we say, and what we say we do.” Don Galer

Okay, we are getting our minds right in the arena of integrity. For the last two days we have been mediating on standing out from the crowd by divorcing ourselves from their praise and applause. Hopefully you have made the commitment to live your life by a higher quality of standards. I know you have. Good for you!

Today, we are going to focus on controlling negative passions and temptations. Now I know this is a touchy subject because we all like to walk around with our good face on. But I know each of us have negative passions and temptations that will derail us off the path of success if not addressed properly.

Remember talent is a gift, but integrity is a choice. There is a laundry list of things I could right down as issues that will cause us to go off the road of integrity. But what I have found out in life is that each of us know are issues.

But every person is tempted when he is drawn away, enticed and baited by his own evil desire (lust, passions). James 1:14

Walking in integrity is making the decision to guard yourself against the **“THINGS”** you know will cause you

to stumble. Each of us have are very own bag, if you cannot at this time find the strength to overcome a potentially deadly passion, get help today. Call a mentor, friend, pastor, or someone you trust. Don't forfeit your future, help is available.

LEADERSHIP CONFESSION

I realize today that issues I avoid will never change; they will only get worse. I will not forfeit my future; I will acknowledge deadly issues and address them today. I have the VICTORY!

DAY 7

WHO ARE YOU ACCOUNTABLE TO?

*"It is easy to dodge our responsibilities, but we cannot
dodge the consequences of dodging our
responsibilities."*

Sir Josiah Stamp

Did he ask that question? Wait a minute, I am a leader, and I am accountable to myself, that's why I am a leader. Sad to say this is the attitude of many individuals today, we live in a society that doesn't want to be accountable to anyone. They live by the model "Live and let Live." What a dangerous philosophy to live by.

The Isley Brothers, an American singing group had a hit song entitled "It's Your Thing" and a part of the lyrics went like this:

It's your thing, do what you wanna do.

I can't tell you, who to sock it to.

It's your thing, do what you wanna do.

I can't tell you, who to sock it to.

For some this is their theme song, no one can tell them what to do. Recently the world has experienced what can happen when there is no accountability. The housing crisis that was felt by the majority of the world was due

to lack of accountability on the banks, buyers, and regulators.

Today, I want to ask the question “Who Are You Accountable To? In this question lies a pivotal key to your success as a leader. As you ponder this question today, tomorrow I will explain why being accountable to someone is so important. But please take the time today to ask yourself the all-important question.

LEADERSHIP CONFESSION

Today I am asking myself the question “Who I’m I Accountable To.”

DAY 8

WHO ARE YOU ACCOUNTABLE TO?

"Every person's work, whether it be literature or music or pictures or architecture or anything else, is always a portrait of that person."

Samuel Butler

When we talk about the idea of accountability, we must insert another word I know you are going to love. That word is submission. Hey, don't you close this book! Many have a hate toward the word submission but grasping the real meaning of the word will empower you, so let's look at this word a little.

The word submission is a two-part word; the word sub means under, the second part mission in this sense means assignment, destination or task. In the context that we are talking about, there are people who are placed in your life to help you with your assignment, destination and task in life. But you must be willing to come under their mission to guide you.

Most people think of submission as if they are saying the other person is better, smarter, or superior to them. But the contrary is true, in order for you to submit both sides understand that we are equal as individuals, but not equal in assignment.

This may surprise you, but even God almighty has allowed himself to submit. He has chosen to submit himself to his word.

My covenant will I not break or profane, nor alter the thing that is gone out of My lips.

Psalm 89:34

You cannot reach your max potential without having accountability in your life; being submitted to someone will help push you beyond your acknowledged capabilities.

LEADERSHIP CONFESSION

In order to maximize my potential, to stay in line with my destiny, I chose to submit my life and destiny to someone that is qualified to help me.

DAY 9

WHO ARE YOU ACCOUNTABLE TO?

"To be what we are, and to become what we are capable of becoming, is the only end in life."

Robert Louis Stevenson

In his book *The Spirit of Leadership*, Myles Munroe makes the following statement, "The protection of leadership, therefore, is in a voluntary submission to a trusted authority. He continues to give an outline on who the leader should be accountable to. Here is his list:

1. Himself (his conscience)
2. The primary stakeholders
3. The general family of humanity
4. The Creator, as the ultimate authority

Understanding that no man is an island, the greatest athletes have submitted their talent and skills to a coach. As great a player as he is, Kobe Bryant needed to submit his gift to coach Phil Jackson. Although Kobe has the talent, Phil has the plan, the play that will exploit Kobe's talents to the fullest.

Whomever you submit to, become accountable to, they should be able to bring the best out of you. My mentor Dr. Charles Johnson as always placed me in the positions that would bring the best out of me. He even put me in

positions I couldn't see I was ready for, but because I was submitted to him, he had a special eye on me.

Being accountable will provide you with a personal life report card. Accountability will continue to ask the question WHY! This will make you give legitimate thought to everything you do.

Accountability helps you understand that what you do may be personal, but it is never totally private.

LEADERSHIP CONFESSION

I know accountability is for my growth, so I freely give myself to the refining process called accountability.

Because I am committed, I am submitted!

DAY 10

MATURITY

“Real maturity is the ability to imagine the humanity of every person as fully as you believe in your own humanity.”

Tobias Wolff

Any leader worth their own salt will readily recognize the need for maturity in their leader. When dealing with people, problems and processes, you will need maturity. Maturity is something that is gained over time and through various experiences you encounter. However, if you have submitted yourself and have become accountable to someone, you can borrow from their time and experiences.

I have always had a degree of maturity, I think. Growing up as the only male in the house, constantly hearing the phrase “Little Man” sort of caused me to mature faster than others in my age group. Whether in team sports, group settings or work I have found myself in some type of leadership role.

It has always been my practice to seek out mentors so I could glean from their experiences. Want of the most daunting undertakings I have ever been involved in was becoming a pastor at the age of twenty-six. My predecessor, who was also my mentor, had a very different leadership style than mine. I inherited a

leadership team as well as a church whose average age was older than mine.

How do you deal with a situation like that? Well it takes maturity, for one people don't like change. It was through the eyes of maturity that I understood that some of the aggression I received was really not toward me, but the change in general.

Maturity allowed me not to become offended, it allowed me to respond to situations and not react to them. Today, I want you to check your maturity gage. Do you go off the handle a lot, become offended a lot? Then it's time to check your maturity gage.

LEADERSHIP CONFESSION

My effectiveness is rooted in how I see people, problems and processes. Today, I am checking my maturity gage to ensure I have the proper level to handle current and future obstacles that may arise.

DAY 11

MATURITY

“The immature mind hops from one thing to another; the mature mind seeks to follow through.”

Harry A. Overstreet

As we are meditating on our maturity level, keep in mind that raising your maturity level is a process and has much to do with the way you see things. What do I mean by that? Well a mature person knows that even when they are right, they do not have to be right all the time. A mature person will take the time to look at both sides of the equation before rendering judgment.

You, therefore, must be perfect [growing into complete maturity of godliness in mind and character, having reached the proper height of virtue and integrity], as your heavenly Father is perfect. Matthew 5:48

This verse tells us that maturity deals with development and should be a pursuit of the leader that wants to be effective. As you continue to think today about maturity, I want you to think about some past situations that maybe you didn't handle with maturity. What have you done in your development to ensure it will turn out different next time? Trust me; there will be a next time.

Maturity is really one of those leadership separators, just think about the last immature leader or person you had to deal with. Was it a pleasurable experience? How did you walk away feeling? Well ensure you do not become that leader.

In the book *On Becoming A Leader* Warren Bennis says this about maturity:

“Maturity is important to a leader because leading is not simply showing the way or issuing orders.”

LEADERSHIP CONFESSION

It is essential for me to raise my maturity level. I will continue to work on maturity level to ensure I do not become the leader I despise.

DAY 12

MATURITY

“To exist is to change, to change is to mature, to mature is to go on creating oneself endlessly.” Henri Bergson

This is the third day you have been considering how important it is to increase your maturity level. I want to give you a couple of tips that will help you develop in the area of maturity.

Stephen Covey in his book *The Seven Habits of Highly Effective People* says you must always begin with the end in mind. I think this is a good place to start when we talk about developing in the area of maturity. Every response should always be carried out with the end in mind. What do I want to accomplish by what I about to do or say? Will it produce the outcome I really want? Respond with the end in mind.

It has been said that people don't care how much you know until they know how much you care. While you are interacting with those you lead, do they know that you care about them, and not only with what they do for you or the organization. I know personally I want those that follow me to know that I care for them first, the job is always second. Make sure they know you care.

The ultimate in developing in maturity is knowing that you were created and designed to serve. YES SERVE! The supreme leader in my view Jesus, make this statement “If you want to be great, you must be a servant to all.” Only through maturity will you adhere to this principle. Many times, once we get positions, we only want to be served and cease to serve.

It is always a good thing to go to a place where no one knows you, will not cater to you. No one knows you are the great whatever, for a lack of a better term; you are just an average Joe. This will help you to remain humble and see life from the other side of the coin.

LEADERSHIP CONFESSION

I will respond with the end in mind. I will show I care before I correct. I will inspire to become a great
SERVANT!

DAY 13

DISCIPLINE

“The first person you lead is yourself.”

John Maxwell

Okay time to really separate from the pack. This is where the average becomes superior; they have learned to live a disciplined life. Ever wondered why some people just shine at what they do. Have you considered what really makes a person stand out? How many times have you heard the phrase “Practice Makes Perfect?” Well I know no one is perfect, but practice sure gets you close.

While watching Tiger Woods play golf one day, I was intrigued by an answer he gave to the broadcaster who interviewed him after he finished. The broadcaster made a commit about several difficult shots Tiger had made. Tiger’s response was “I trusted what I do in practice.” After this interview I begin to research articles about the way Tiger practiced.

What I found was that he had a much-disciplined approach to not only his game, but the way he practices. His practice sessions are more intense than the actual tournaments themselves.

Actual studies have been conducted, and scientists have found that a commitment to disciplined practice in any

field will make you better. In the following days I will talk more about these studies.

One of my favorite quotes “If better is possible, then good is not good enough.” You are entering the zone where we just don’t play the game; we play to win every time.

LEADERSHIP CONFESSION

Becoming a better leader is within my control. I will begin today to discipline myself, that I may become the best leader I can be. Discipline + Dedication =
Domination!

DAY 14

DISCIPLINE

*“So teach us to number our days, that we may get us a heart of wisdom.”
Psalms 90:12*

I love this text, it says the more disciplined we become the more knowledge and wisdom we will have. The more you give yourself to a given field, you will become better. On yesterday I told you there were some case studies that have been conducted that prove dedication to disciplined practice will make you better. Let's talk about it a little today.

Three British-based researchers Michael J. Howe, Jane W. Davidson and John A. Sluboda have found in an extensive study, "The evidence we have surveyed ... does not support the [notion that] excelling is a consequence of possessing innate gifts."

Along with these researchers, many others have concluded that nobody is great without work. There's no evidence of high-level performance without experience or practice.

Researchers conclude that it takes a minimum of about ten years of intense, disciplined study or practice to become world class in any given field.

One example I came across dealing with intense, disciplined practice related to basketball. Take a player who shoots a random amount of balls, will not become as proficient as the player who shoots 250 shots from a specific spot on the court.

LEADERSHIP CONFESSION

Today I am tightening my shot group. I must become disciplined to maximize my life. Identifying the fat in my life and cutting it away.

DAY 15

DISCIPLINE

“Discipline is the bridge between goals and accomplishment.”

Jim Rohn

As you continue to renew your mind and streamline your thoughts to become the most effective leader you can be. Let me give you a bit of encouragement for the journey. A common failure of many people is their attempt to try and arrive to fast. Self –improvement is a life- long process, however it must be started. As you develop and grow, we all grow in stages.

There are five levels of development:

- 1. Incompetent**
- 2. Competent**
- 3. Good**
- 4. Unique**
- 5. Genius**

When we embark on any task we start at the incompetent level, we know very little about what we are doing. The more we practice and become acquainted with what we are doing we become competent. Competence is where most people tap out; they do just enough not to be fired. Those that desire to be good usually will read books; take classes to develop in their field. Now we move into a rare

breed, these are the individuals that not only read, take classes, but they know who the best in their field are. They push the envelope; they go the extra mile. Then the extraordinary are those that push to genius level, the cream of the crop. Their dedication to improvement and excellence are unmatched.

LEADERSHIP CONFESSION

I am a part of the exceptional crew, I don't settle for mediocre, excellence is my passion. Nothing I do is common; I do what I do with a flare, unmatched by any.
I AM GENIUS!

DAY 16

PASSION

"Anyone can dabble, but once you've made that commitment, your blood has that particular thing in it, and it's very hard for people to stop you."

Dr. Will Moreland

Without passion the longevity of your leadership will be non-existent. Passion is the fuel that keeps you up at night while everyone else is sleeping. It is the drive that makes you study, while everyone else parties. I have a great passion to see people develop to their full potential, so as I deal with people are their different emotions, it doesn't tire me out. I do not become frustrated, because what I am doing is not a job for me, it is my passion.

Every day I wake up searching for better ways to increase my effectiveness so I can help someone. Vacations only serve as a way for me to stay refreshed and healthy so I can continue to do what I love.

Are you passionate about what you do? Is it hard for you do get motivated about going to work? Then you may not be doing what you are passionate about. Passion is fire; it will burn down any obstacle that is trying to hinder you. Passion will make you do what you don't feel like doing, but you know it has to be done.

People who are not passionate about what they do, become procrastinators. I must admit I am not passionate about everything I have to do. Taking out the trash is one of those things. What passion does is provide direction. Give yourself a Passion Test today.

1. **Did I have to drag myself out of bed today?**
2. **Am I bored with what I do?**
3. **If given the opportunity, would I do something else in life?**
4. **Do I have to continuously pump myself up to complete task?**

LEADERSHIP CONFESSION

Discovering what I am really passionate about is my task today. I will search my heart to see what I am passionate about.

DAY 17

PASSION

"One person with passion is better than forty people merely interested." E.M. Forster

Yesterday as you were pondering about your passion, did you discover it? I'm betting you already know what it is. Most people have a sense of what they would love to do in life, but usually have gotten trapped in the game of life.

I can't count anymore how many college students I have talked to concerning their passion, only to discover they were majoring in some other field unrelated to their passion. Why is this? Because most people have a warped idea about success, they think success is stuff. Really success is satisfaction from doing what you love.

Ben Carson, one of the elite neurosurgeons in America and around the world says success is "Reaching beyond ourselves and helping others in specific ways." In his book Think Big, Ben Carson has this to say about success; "As far as I am concerned, the money and what it buys are insignificant. Achievers are going to have those things anyway." Only a person that is passionate about what they do, can make that type of assertion.

What I have found is that people who are not passionate about what they do; must surround themselves with a lot

of stuff. Then they must force themselves to go to a place they dislike to keep the stuff. What a terrible way to live! Living from your passion is the only way to live. Passion is another one of those keys to living a fulfilled life.

If you are living from your passion, ask God to give you a strategy that will allow you to escape from the bondage of mediocrity and begin to live life to the fullest.

LEADERSHIP CONFESSION

I will not become a victim of a passionless life. I will Endeavour to release myself into my passion. I refuse to live beneath my passion!

DAY 18

PASSION

"Chase your passion, not your pension."

Denis Waitley

Passion, the fuel to realized vision and dreams. Myles Munroe in his book *The Spirit of Leadership* says "The attitude of passion is the second most indispensable attribute of leadership and serves as the driving force of motivation that sustains the focus of the leader. Without passion, one lacks energy, and boredom infects one's mind and life."

So true it is, when you don't have passion, you really don't have life. As this is our third day dealing with passion, I really want you to embrace how much joy you will have when you live life from passion.

Reflect once again on what you are doing in life. Ask yourself, why am I really doing what I do? Is it because it is my passion, or is it because of the pressures of life. In their book *Lead Like Jesus*, Ken Blanchard and Phil Hodges explain the difference of a leader who leads with their hands instead of with their hearts. They ask the question "Am I a servant leader or a self-serving leader?"

If you are not passionate about what you are doing, you are more than likely a self-serving leader. Only motivated by what the job can do for you, or how the job can help

you hold to your toys. A servant leader on the other hand is a passionate leader, looking to give, looking to serve. This only comes from passion.

LEADERSHIP CONFESSIOIN

I aspire to live from passion. My passion is what inspires me, motivates me, and keeps me alive. I will pursue my passion, that my passion may push me to my purpose in life!

DAY 19

WISDOM

“A wise man can see more from the bottom of a well than a fool can from a mountain top.”

Author Unknown

The Bible describes wisdom as the principle thing, that is to say wisdom is the chief tool in a leader's life. After you have spent a lifetime of acquiring knowledge and skills, wisdom tells you how to apply that knowledge and how to best use your skills.

Laws are written in black and white, however life is not black and white, in these crucial times when things are not as plain as we would like them to be, we need wisdom. When I was in the United States Army, we were governed by the Uniform Code of Military Justice (UCMJ). When it was time for disciplinary actions to be handed down, this was the manual and law we used. We called them regulations; everything in the military had a regulation.

When a soldier did something wrong, their leader would look to the UMCJ to give out the punishment. Although the infraction was black and white, the regulation black and white, the overall circumstances may not be. This is when a leader needs wisdom.

I can recall one particular situation when a soldier was arrested for drinking and driving. Now the law is clear on this, this is a no-no. The soldier according to the regulation should have been handed the long arm of the book. But when the entire story was told, his leaders used wisdom and the punishment was not as sever.

LEADERSHIP CONFESSION

I want to be a leader that operates in wisdom. Lord guide me by your wisdom. Allow me to lead beyond my knowledge and experience, according to your wisdom.

DAY 20

WISDOM

*“A single conversation with a wise man is better than ten years of study.”
Chinese Proverb*

If you are going to achieve anything with long lasting success it will take wisdom. In the ministry I am learning more and more how to rely on wisdom and not just knowledge. Wisdom is a great tool in your arsenal as a leader.

Effective Leaders seek wisdom. King Solomon the wisest king to ever live asked God to give him wisdom to lead his country. Solomon was a young leader that knew it was no way he could succeed at his new position without wisdom. With all the things he could have asked God for, he asked for wisdom. This wisdom was evident in his leadership decisions.

Solomon was confronted with a problem earlier on in his leadership reign. It was a situation that I am sure Solomon didn't learn in his leadership course. It was only through wisdom that Solomon was able to defuse this problem.

Please read the entire story in 1 Kings Chapter three, but this is what was said of Solomon after he made his

decision through the eyes of wisdom in verse twenty-eight;

“And all Israel heard of the judgment which the king had rendered; and they feared the king, for they saw that the wisdom of God was in him to administer justice.”

LEADERSHIP CONFESSION

To be a leader that has a positive effect on people and situations, I need wisdom. I will at all cost acquire wisdom, so that I can separate myself from common leaders.

DAY 21

WISDOM

“The young man knows the rules, but the old man knows the exceptions.”

Oliver Wendell Holmes Sr.

Wisdom will be your best friend as a leader. The younger you are your desire should be to attain as much wisdom as possible. The more mature you are the more you will learn how to deploy wisdom in every area of your life. I try to surround myself with people of great wisdom; it makes my journey a whole lot easier. In every area of your life wisdom is going to benefit you.

Wisdom is the vehicle we use for integrating our values into our decision-making processes. As a leader you want to ensure you are giving wisdom answers and direction in your leadership. Wisdom goes far beyond just a good answer, good answer handle present situations, whereas wisdom answers look to the future.

In this complex 21st Century that we live in, wisdom is needed more than ever to keep up. With technology growing at the speed of light, children, organization, and systems are changing rapidly. It is only through the eyes of wisdom that you will be able to keep up.

Understanding the critical need for wisdom in leadership will establish you as a leader that will last. Those that

follow you and depend on you for counsel and guidance will appreciate you. You will leave a lasting legacy for others to model.

Wisdom is the principle thing. Add this important key to your leadership tool belt today.

LEADERSHIP CONFESSION

I will not only rely on my knowledge and skills, but I will seek wisdom. I will search out wisdom from trusted sources and people. I am a **WISDOM LEADER!**

DAY 22

REPUTATION

*“It takes many good deeds to build a good reputation,
and only one bad one to lose it.”*

Benjamin Franklin

Today as we launch off into the area of reputation, I want you to think of yourself as a brand. When you think of Ford Motors, Microsoft, Starbucks Coffee, or any other major corporation, what comes to mind? Name recognition, market position, and longevity in the marketplace, are these some of the things that come to mind. Maybe not in these terms, how about, good company, quality service or products.

Well, when people think about you, what comes to mind? Are you a quality person, loyal person, a dependable person, in essence, what is your reputation? What do you stand for? That is what your reputation will be made of, what you stand for, what are the core standards and values you live by?

Think of your reputation as your personal mission statement. What you really see is what you get. Unfortunately, in many areas of society this is not the case; people say one thing, but perform in another manner.

You want to be the kind of leader that stands by, with and for your word. As the old saying goes “My word is my

bond.” Your reputation is your foundation, everything you do will be built upon it.

The Bible says a good name is better than rubies; this speaks about your reputation. What do people think when they say your name?

LEADERSHIP CONFESSION

I am my brand; I determine what that means. I set the standards for how I will conduct myself. My actions and commitments, I will build a great reputation.

DAY 23

REPUTATION

“Don't consider your reputation and you may do anything you like.”

Chinese Proverbs

A good reputation demands respect, and it reflects excellence. As you are spending the day contemplating on your reputation, I want you to think legacy. Living life as if you are writing your own obituary will help you stay focused. I know this may be a morbid thought for you, but at the end of your course, you should want what is said about you to be true.

What will be your lasting legacy? Apart from what you accomplish in life, or what you achieve, what is your personal legacy? As I said on yesterday when people think of you, what comes to their mind?

Let's make a short list here, you fill in the blanks:

When people think of me, they say I am....

1. _____
2. _____
3. _____

Now whatever you filled in the blanks; let this be your guiding light. Live up to what you want people to think about you.

LEADERSHIP CONFESSION

I live the life I want to be remembered for. My actions and responses are based upon my reputation. My reputation is founded on the Word of God

DAY 24

REPUTATION

“The way to gain a good reputation is to endeavor to be what you desire to appear.”

Socrates

The last couple of days we discussed personal reputation, today I want to focus on your reputation in other areas. How about your family, business or friendships? These are other critical areas we must consider as well.

What standards have we chosen to uphold in these crucial areas of our lives. The Moreland name means a lot to me, I not only want people to remember me in a certain way, but my family as well. The companies and organizations I run and oversee must have excellent reputations as well.

For this to occur you must promote personal responsibility to the individuals that comprise your family, friendships and businesses. Since my daughter was three years old, Kristie and I began to instill in her what it means to be a Moreland. Like Rolls-Royce automobiles the Moreland name is synonymous with excellence, known for its superior craftsmanship and integrity, a class of its own.

Are you serious? You better believe we talk to her like this, and you better talk to your family like this as well. I would suggest to you that you create a motto, a mission

statement, and a family mandate for your family. Speak into your lives every day.

At least once a week the Moreland family recites the following:

“We live by what we Believe, we give from that we Receive, knowing we will always Achieve!”

LEADERSHIP CONFESSION

Based upon my character and integrity I have established my reputation. I will say what I mean and live what I say.

DAY 25

VISION

“A picture is worth a thousand words.”

Napoleon Bonaparte

Every Effective Leader who desires to succeed and leave some type of impact on society must have a vision. This vision must encompass every area of the Leader's life. I hear some people talk about their vision for their career, but they do not have a vision for their families. I believe your vision should cover every area of your life. Vision should cover self, family, community and nation. I know you may say that this covers a wide field, but you must understand where Vision originates from. Once you understand where vision comes from it will be easy for you to understand why your vision covers such a massive arena.

First let me define what vision is. Vision is that guiding purpose that drives you to wake up in the morning; it is that song in your heart that says you have purpose. Simply put, Vision is why you live, why you exist on Earth. God the creator has planted in each person a guiding vision. If you are saying to yourself, I don't have a vision. My reply to you is yes you do; you just haven't contacted the right office. The Bible says, "Our lives are hid." The Creator hides our purpose in Him, that we may seek Him for it.

There are many who journey through life without any sense of hope. They drive continuously to jobs they despise and work on dead in jobs for twenty and thirty years, to receive a watch and a pension. As an Effected Leader, vision and sense of purpose should be high on your list. Before you journey anywhere, you should know why.

LEADERSHIP CONFESSION

I will not live a visionless life. I will seek, subdue and submit to the vision for my life. I will not just choose anything to do; I will find what I was created to do!

DAY 26

VISION

“Vision without action is a dream. Action without vision is simply passing the time. Action with Vision is making a positive difference.”

Joel Barker

The great leaders of our time were all guided by a vision. Their vision enabled them to inspire others as well as nations. One of the greatest leaders in History is Moses. The historical leader of the Jews was to deliver the children of Israel out of bondage. During this time the Israelite people had been in bondage for over 400 Years. How could this eighty-year old man come up with such a vision? Had anyone else thought about freeing these slaves? Didn't Moses fear being killed by the Pharaoh? Moses was not even a slave, why would he disrupt his life for a bunch of slaves. VISION! VISION! VISION! Moses was living his life, had a family and was content to live his life with no purpose. But then vision got a hold of him. Vision will cause you to break out of the normalcy of life

“And Moses was content to dwell with the man: and he gave Moses Zipporah his daughter.”

Exodus 2:21

Moses was content working for his father-in-law, he had settled for a common life. When you read the account of

Moses life, you will find out that earlier in life he had a sense of his purpose, but no vision. When you know your purpose but have not received the vision or strategy from God, you will be tempted to take matters in your own hands. Moses did this, failed and became frustrated, which caused him to settle for less in life.

LEADERSHIP CONFESSION

My vision is my guiding light; it is the reason why I wake up every morning. My vision is the reason why I exist. I am my VISION!

DAY 27

VISION

*“Vision is the art of seeing what is invisible to others.”
Jonathan Swift*

Today I want to share with you the six essential keys you will need to bring a vision to pass. These six foundational keys will propel you to the next level in living out your vision.

1. Objective of the Vision
2. Strategy
3. The Players
4. The Management
5. Resources
6. Standards

Let's briefly deal with each one. First the objective of the vision was be fully understood by you. This is critical because you must convey it to everyone else. The objective should tell the Who, What, When, Where, and Why. Spend a little time on this one. Next the strategy, this tells everyone how the objective will be carried out. Who are the key players, who are the role players in the scheme of things?

Thirdly, the Players, these are your foot soldiers. Right now, it may be your family, but these are the individuals who have grabbed on to the vision. They handle the day-

to-day of the vision. Fourth, the Management, this is the core senior element of the team. This group must be selected with the upmost care, as they can make or break you.

Fifth, is your Resource pool, I use this term rather than finances, because everything doesn't always require money, just a little ingenuity. Have people on your team that understand this concept, not people who think money answers all things. Lastly, Standards, this talks about in what manner we go about to accomplish the objective. No cutting corners, lying, cheating, stealing and so on. Incorporate these six essential keys and watch your vision soar.

LEADERSHIP CONFESSION

I will take the time to implement the necessary elements for my vision. I will be diligent, persistent and dedicated to the vision for my life.

DAY 28

ATTITUDE

*“It’s not whether you get knocked down; it’s whether you get up”
(Vince Lombardi)*

It is said that attitude determines your altitude. If this statement is true, then the most effective leaders will carry an attitude that looks for the good in every situation. A mistake or letdown is never seen as a failure but as a learning experience to grow from and improve.

I have attached myself to a phrase that has helped me to remember the above statement. I have used it so much that it has become very popular in the circles I hang around, this phrase helps me to keep a positive attitude toward everything, no matter what the task or situation is. The phrase ***“IT’S TOO EASY”*** has become an anchor to keep me focused and determined to accomplish any task. You would be amazed at how much you can achieve with the proper attitude. It is easy to say what you can’t achieve, but with the proper mental perspective you can achieve the impossible.

As a leader you must determine to keep a positive attitude as your team will be stimulated by your positive attitude. Motivational speaker Zig Ziglar tells a story about how negativity has a way of rolling down the leadership line. He described this concept as having your

cat kicked. Depending on what tier of leadership you are in; your cat will get kicked a lot.

Your ability to maintain a proper attitude will motivate those around you and keep the train moving. As the conductor of the vision and plan you must always see properly, it is your dedication to the vision that will keep everyone else on board.

LEADERSHIP CONFESSION

My attitude is my gauge on how I see things. I determine to see everything with the proper eye. My attitude determines my altitude!

DAY 29

ATTITUDE

“The trick is in what one emphasizes. We either make ourselves miserable, or we make ourselves happy. The amount of work is the same.”

Carlos Castaneda

Your attitude releases your leadership potential! One of the greatest stories on attitude I have ever read was that of Viktor Frankl, survivor of the Holocaust which occurred in Germany. In his book *Man’s Search for Meaning*, Frankl says the following about attitude:

“We who have lived in concentration camps can remember the men who walked through the huts comforting others, giving away their last piece of bread. They may have been few in number, but they offer sufficient proof that everything can be taken from a man but one thing: the last of human freedoms – to choose one’s attitude in any given set of circumstances – to choose one’s own way.”

I have faced some tough situations, nothing close to what Frankl has experienced, but I can say, my ability to keep the proper attitude allowed me to maintain my focus. Your journey as a leader will be paved with many different obstacles. When these obstacles happen, and they will happen, your team will look to you for direction.

How you respond, will determine how they respond. And trust me; they will know if you are bluffing. This is why

your vision is so important, it will help you see past the bad moments and continue to drive on.

Continue to work on your attitude today. Start off small, while you are driving to work, practice thinking about traffic different. Practice changing your usually responses to the same circumstances. Instead of saying “Thank God It’s Friday” walk in on Monday and say, “Thank God It’s Monday.” It’s not “Hump Wednesday” but “Heavenly Wednesday.” A positive attitude is contagious.

LEADERSHIP CONFESSION

I chose to control my attitude today. I will look at every situation with a positive attitude. I will find the good in every situation. Think positive, Be positive and Live positive!

DAY 30

ATTITUDE

“When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one which has been opened for us.”

Helen Keller

Now, attitude is not everything, you need more than a good attitude to be a great leader, but it sure is important. You can think of attitude as the feeling you have on the inside, despite what is going on, on the outside. How you respond to situations is your attitude.

Do you know what affects your attitude? John Maxwell outlines eight characteristics that affect your attitude in his book *The Difference Maker*. Let me briefly list and explain each one.

The first one he lists is your Personality. The way you are just naturally wired from birth; some people just seem to have a naturally better outlook on life than others. Next is your Environment, where you were raised, your childhood, things like a divorce or dramatic event. Thirdly, Expression of Others, how people speak to you will affect your attitude.

Fourthly is Self-Image, how you see yourself. Do you see yourself as a winner? You can never overcome the limits

you put on yourself. Fifth is Exposure to Growth Opportunities. What and who do you surround yourself with. Positive, upbeat, won't quit kind of people, or I don't know how I'm going to make it kind of people.

The sixth thing Maxwell says that will affect attitude is Association with Peers. Peer pressure can alter your attitude. Birds of a feather flock together. You will become the five most people you interact with. Seventh is your personal Beliefs. Your attitude cannot be different than your beliefs. Lastly are your Choices in life. The more correct choices you make the more confident you will become, and your attitude will be better.

LEADERSHIP CONFESSION

If you think you can, you can. And if you think you can't,
you're right.

DAY 31

LEADERSHIP EXCELLENCE

**“Excellence can be obtained if you:
...care more than others think is wise;
...risk more than others think is safe;
...dream more than others think is practical;
...expect more than others think is possible.”**

For the last thirty days you have been renewing your mind in the area of leadership. You have taken major steps over the last several weeks. Unfortunately, this is not all that is required to become an excellent leader. You must make a life-long commitment to development.

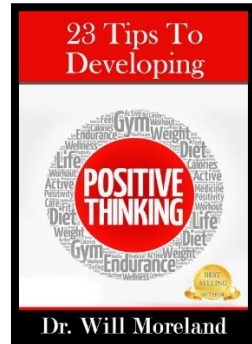
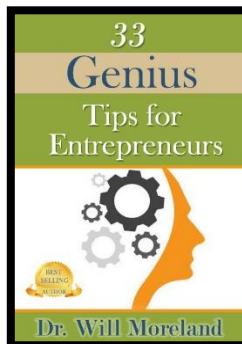
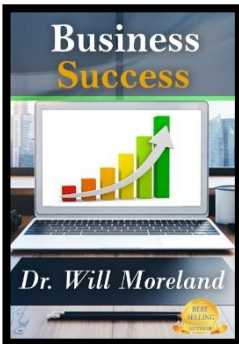
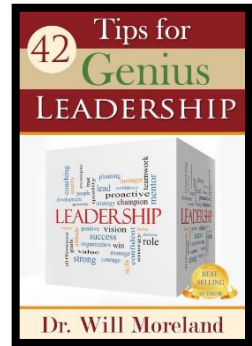
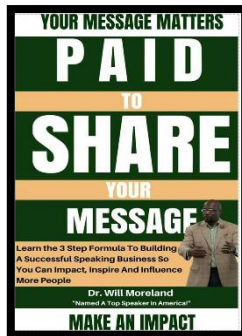
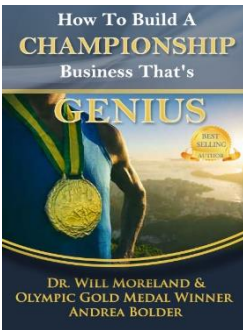
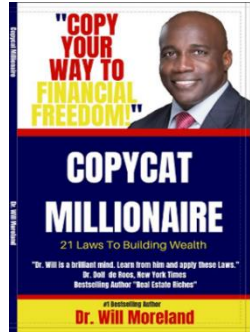
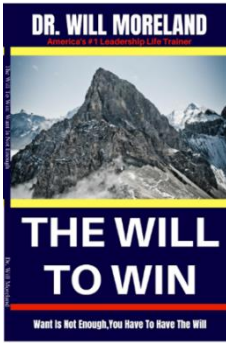
When people ask me, what is the one thing I have done, that has changed or impacted my life the most. I tell them it is my commitment to what I call MSID. What is MSID? MSID is an acronym for ***“Making Small Improvements Daily.”*** Each day I strive to be better in some area of my life. I try to learn something new each day or research a topic in greater depth.

Leadership development is not a sprint, it is a marathon. A long course you set on with the goal of leaving a lasting legacy. I look forward to being on this journey with you. I want to leave you with one of my favorite quotes:

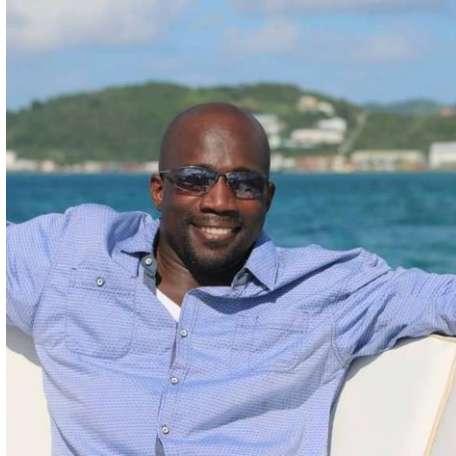
MY FAVORITE POEM

“EVERY MORNING IN AFRICA, A GAZELLE WAKES UP. IT KNOWS IT MUST RUN FASTER THAN THE FASTEST LION OR IT WILL BE KILLED. EVERY MORNING A LION WAKES UP. IT KNOWS IT MUST OUTFRAN THE SLOWEST GAZELLE OR IT WILL STARVE TO DEATH. IT DOESN'T MATTER WHETHER YOU ARE A LION OR A GAZELLE... WHEN THE SUN COMES UP, YOU'D BETTER BE RUNNING.”

Other Books By Dr. Will



About Dr. Will



My Bio is simple... I sum myself up in 6 simple statements:

- 1. I am LOVE**
- 2. I am CONTENT**
- 3. I am CREATOR**
- 4. I am ABUNDANCE**
- 5. I am HAPPY**
- 6. I am the #1 PERSONAL DEVELOPMENT TRAINER IN THE WORLD**

I have one mission, to IMPACT, INSPIRE & INFLUENCE the World!