

Power from Empowerment

Check out the most important words a leader can speak

by **Denis Waitley**

590 words | 3 pages



A good way to think of leadership is the process of freeing your team members to do the best work they possibly can.

I have followed NBA basketball coach Phil Jackson's career.

Like Phil Jackson who moved from the record setting Chicago Bulls to the Los Angeles Lakers. Jackson says his principal task is creating an environment in which his players can *flourish*. In communicating with his championship teams, Jackson convinced them that they had the talent to win championships, and that the main goal of the coach was going to be freeing them to use that talent.

Today's business team members, say they want, more than anything else, the autonomy to do their jobs without the boss's interference. In the new century, it's already clear that the CEOs of our best-run companies believe that the more power leaders have, the less they should use.

The job of the team leader is to set a mission, decide upon a strategic direction, achieve the necessary cooperation, delegate authority --- and then let people innovate.

To do that we all could take a hint from the late football coach, Paul “Bear” Bryant. Before his retirement as one of the leading coaches in college football history at Alabama, Bryant observed:

I’m just a plowhand from Arkansas, but I’ve learned how to put and hold a team together. I’ve learned how to lift some individuals up and how to calm others down, until finally they’ve got one heartbeat together, as a team. To do that, there’s just three things I’d ever have to say:

If anything went wrong, I did it. If it went semi-good, then we did it. If anything went real good, then you did it!

That’s really all it takes to get other people to win for you.

The key to authentic leadership is to listen to your followers, and then open the door for them to lead themselves. The secret is empowerment. The main incentive is genuine caring and recognition.

The five most important words a leader can speak are: *“I am proud of you.”*

The four most important are: *“What is your opinion??*

The three most important are: *“If you please.”*

The two most important are: *“Thank You.”*

And the most important single word of all is: *“You!”*



Denis Waitley is one of America's most respected and beloved authors, keynote lecturers and productivity consultants on high performance human achievement. He has inspired, informed, challenged and entertained audiences for over 25 years from the boardrooms of multi-national corporations to the control rooms of NASA's space program. Denis has been voted business speaker of the year by the Sales and Marketing Executives' Association

and by Toastmasters' International and inducted into the International Speakers' Hall of Fame.

With over 10 million audio programs sold in 14 languages, Denis Waitley's CD album, *The Psychology of Winning*, is still the all-time best selling program on self-mastery. To order this Best-Seller or his newest release, *The Platinum Collection* and to subscribe to the free Denis Waitley Weekly E-zine visit his website here: DenisWaitley.com