

10 Ways to Be a Leader

Leadership is a learned skill. It is not a gift given at birth. And that is good news.

by **Tom (Big Al) Schreiter**

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Everyone tells us to be a leader, but they never tell us how. Dale Carnegie tells us exactly how. If you haven't read his book, you are missing a treat. This is from his book, *"How To Win Friends and Influence People"* which is available [HERE](#).

1. Begin with praise and honest appreciation.
2. Call attention to people's mistakes indirectly.
3. Talk about your own mistakes before criticizing the other person.
4. Ask questions instead of giving direct orders.
5. Let the other person save face.
6. Praise the slightest improvement and praise every improvement.
7. Give the other person a fine reputation to live up to.
8. Use encouragement.
9. Make the fault easy to correct.
10. Make the other person happy about doing the thing you suggest.

- Dale Carnegie (1888-1955)

And if you are looking how to become a leader or how to build leaders in network marketing, then you will want to read, "How to Build Network Marketing Leaders Volume One: Step-by-Step Creation of MLM Professionals" which is available [HERE](#)

The three most important steps here are:

1. Take ordinary distributors and teach them instead of trying to steal leaders from someplace else.
2. To give a new distributor a "Leadership Test" before investing time for training.
3. Teach the distributor the exact step-by-step methods on how to handle problems, how to think, and how to lead.

Leadership is a learned skill. It is not a gift given at birth. And that is good news. That means anyone can learn or be trained to become a leader.

Tom "Big Al" Schreiter has 40+ years experience in network marketing and you can read his books at <http://www.BigAlBooks.com>.

US: <http://www.BigAlBooks.com>

UK: <http://amzn.to/1eXw6Gb>

Canada: <http://amzn.to/1IPHcNP>

Australia: <http://tinyurl.com/qcree3s>

Other countries: Please visit your local Amazon site.



Tom "Big Al" Schreiter is the author of many books and audio trainings on how to recruit more distributors.

36 years of experience of testing exactly what to say and do to get prospects to join.

Download seven free mini-reports on the magic words and phrases of network marketing at: <http://www.BigAlReport.com>
