

Beyond
Sales Tactics™

Mastering Self-Leadership

A Harmonious Blend of Energy & Tranquility



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In person or virtually, Barb is here to help you take your high-performing team to the next level.



We help you transform
& Go **Beyond**.

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Introduction

You've heard of leadership, yet have you heard of self-leadership?

Traditional leadership centers on the ability to lead others to achieve a common goal. The same is true for self-leadership. The main difference is instead of leading a team, we are leading, well, ourselves.

Self-leadership is the ability to influence yourself, through direction of our own thoughts and actions, to achieve the personal and professional aspirations, goals, and objectives that we set for ourselves or in collaboration with a boss, supervisor, or mentor.

There is a familiar phrase, "You can lead a horse to water but you can't make him drink." Self-leadership is leading yourself (or being led) to water and actually choosing what we are drinking.

Why is self-leadership important? Believe it or not, we are one of the toughest people to manage—taking charge of ourselves is quite a task. Think about it. There's the self-talk, personal preferences, internal thoughts, beliefs, societal pressures, and of course real and perceived expectations all running in the background of our mind each day. In order to make decisions with clarity and confidence, we must reign in all of that chatter in order to take action that is productive, efficient, effective, kind, fair and with little to no bias.

Our ability to master self-leadership, shifting patterns, and thoughts, balancing dynamic action and calmness, can enhance our ability to achieve personal and professional goals as self-leadership builds self-confidence, courage, empathy for others, and inspires creativity. When we lead from this perspective a sense of ownership and inner peace follow.

In this eBook we will discuss these points and more as we dive deeper into the concept of self-leadership and why it is a major player in getting to our next level of greatness.



Igniting Energy & Initiatives

In the dynamic of personal and professional development terrain, self-leadership stands as the cornerstone for being a means to move yourself forward. At the heart of this self-guided journey lies the crucial interconnection between energy and initiative, as well as prioritizing our time for rest, rejuvenation, and relaxation. Harnessing these divergent forces enables us to navigate challenges, cultivate resilience, and take steady small steps continually in our chosen direction in the trek toward success.

Managing our energy serves as a driving force behind self-leadership, acting as the catalyst for motivation, focus, and sustained effort. It is the fuel that propels us through the peaks and valleys and helps us to stay on track. Maintaining high energy levels is not only vital for personal well-being, it is also instrumental in achieving professional milestones. Here are a few practical tips for maintaining energy levels:

- **Regular Exercise: Get moving!** Physical activity is a proven method to boost energy levels. Engaging in regular exercise not only enhances physical fitness but also releases endorphins, the body's natural mood elevators. If movement is part of your routine, take the challenge to add something new. This year, I added line dancing weekly and it gives a new way for some cardio.
- **Healthy Eating Habits: Reduce the fog!** Fueling the body with nutritious food ensures a steady supply of energy. A balanced diet contributes not only to physical health, it also influences cognitive function and mental clarity.
- **Adequate Sleep: Catch some Zzzzz's** Quality sleep is non-negotiable for sustained energy levels. Prioritizing rest allows the body and mind to recover, rejuvenate, and be ready for the challenges that lie ahead.
- **Mindfulness Practices: Calm the storm** Techniques such as meditation and mindfulness contribute to emotional balance and mental resilience. These practices enable us to handle stress effectively and preserve a positive outlook.

Maintaining high energy levels allows us to access our flow state and, in turn, a place of peak performance. Flow is a mental state characterized by complete absorption in an activity, where skills and challenges are perfectly matched. Identifying activities that induce a state of flow enables us to maximize our potential. Too much of a challenge points toward a potential burnout and too little challenge can lead to boredom. Finding our optimal zone to operate in is key.

Initiative is the proactive force that propels us beyond our comfort zones and into the realm of growth and achievement. Waiting for opportunities to come along is a passive approach. Instead, we need to proactively seek out new experiences, no matter how small, and gradually build upon them.

Initiating change doesn't always require grand gestures. Start with small, manageable actions and build momentum. Gain confidence. Whether it's taking on a new project at work, learning a new skill, or networking with industry professionals, these small steps lay the foundation for larger accomplishments.

Proactively seeking opportunities, creating experiments and pursuing new experiences are components of a mindset that will set up a part as a self-leaders. We need to anticipate our needs, identify gaps, and take decisive action. By embracing a proactive approach, we position ourselves as drivers of change rather than passive recipients.

In the journey of self-leadership, the synergy between energy and initiative creates a powerful force that propels us toward our personal and professional aspirations and goals. By adopting practical strategies to maintain high energy levels, identifying our flow state, and proactively seeking experiences, we learn to unlock our full potential.

In the words of Winston Churchill, "Success is not final, failure is not fatal: It is the courage to continue that counts." Through self-leadership, energy awareness and management, and initiative, we can cultivate the courage to persist and thrive in their pursuit of success. We can also become 'self-actualized' along the way– which is the highest form of development. Whatever that looks like for us!



The Power of Calmness & Peace

In the fast-paced and often chaotic world we inhabit, the concept of self-leadership has become increasingly vital for personal and professional success. At the core of effective self-leadership lies the foundation for inner peace. Let's talk about the transformative power of cultivating inner peace and explore mindfulness techniques that foster calmness and resilience, and why balancing action with moments of reflection is not a luxury, but a necessity.

Understanding Inner Peace in Self-Leadership

Inner peace is not merely the absence of external disturbances but a state of tranquility that arises from within. In the realm of self-leadership, cultivating inner peace serves as the bedrock for making sound decisions, managing stress, and fostering emotional intelligence. Leaders who are grounded in inner peace exhibit a steadiness that radiates through their actions, influencing those around them positively and proactively.

Mindfulness Techniques for Calmness and Resilience

Mindfulness, the practice of being fully present and aware, emerges as a powerful tool for cultivating inner peace. Techniques such as meditation, deep breathing exercises, and body scans enable individuals to center themselves amidst the chaos of daily life. These practices contribute to heightened self-awareness, emotional regulation, and increased focus – essential qualities for effective self-leadership.

Box Breathing Exercise

- 1. Begin by slowly exhaling all of your air out.**
- 2. Then, gently inhale through your nose to a slow count of 4.**
- 3. Hold at the top of the breath for a count of 4.**
- 4. Then gently exhale through your mouth for a count of 4.**
- 5. At the bottom of the breath, pause and hold for the count of 4.**

Source: <https://blog.zencare.co/square-breathing/>

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My coachees practice accessing their calm center even during a hurricane around them.

What metaphor would you use to help you remember to find your calm when you need it most?

Balancing Action with Reflection

Self-leadership is not synonymous with ceaseless action; it requires a delicate balance between doing and being. Moments of reflection provide time to assess our dreams, deepest aspirations and longings, goals, values, and actions. This introspective process allows us self-leaders to recalibrate our strategies, learn from experiences, and make informed decisions. Inner peace acts as a guiding force during these reflective moments, ensuring that decisions are made from a place of clarity rather than impulsivity.

The Necessity of Rest, Rejuvenation, and Restoration

In the pursuit of ambitious goals and constant self-improvement, we (especially as driven and ambitious people) often overlook the crucial need for rest and restoration. The relentless grind can lead to burnout, hindering self-leadership capabilities. Inner peace, when actively nurtured, prompts us to prioritize self-care. Adequate rest, whether through quality sleep, engaging in hobbies, or spending time with family and friends, becomes integral to sustaining the energy and resilience needed for effective leadership. Think of some of the most successful leaders you have encountered... often they have mastered this and tempered their drive and ambition with time off to recharge.

In conclusion, the journey of self-leadership is intricately intertwined with the cultivation of inner peace. Mindfulness techniques offer a practical and accessible means to foster calmness and resilience, providing us with the tools necessary to deal with the complexities of our roles effectively. The delicate balance between action and reflection ensures that self-leadership is not driven solely by external demands. It is rooted in a deep understanding of our values and purpose. Acknowledging the necessity for rest, rejuvenation, and restoration further solidifies the importance of inner peace as a powerful foundation for sustained success in the realm of self-leadership. As we embark on the path of leading ourselves, embracing and nurturing inner peace is a personal choice and a strategic investment in the effectiveness and longevity of our career and lifelong journey.

Conclusion

As we discussed, self-leadership involves taking ownership of our actions and decisions. Ownership implies accepting responsibility for our choices, acknowledging mistakes, and continuously learning and growing.

Self-leadership is driven by personal energy, initiative, and a strong sense of drive. Energy is a crucial component here as is the ability to maintain a positive and motivated mindset.

Throughout the journey of cultivating self-leadership it is important to stay proactive. Seeking experiences and solutions to challenges that arise is another key component. While we are pursuing forward movement we need to find a pace that includes time for peace and calm. These skills will help us manage stress and give us the ability to remain composed and make decisions with clarity.

As we move forward on our self-leadership journey, we may find ourselves in need of a coach as a thought partner to support growth.

At Beyond Sales Tactics we offer a variety of free resources as well as customized coaching, programs, and workshops to help you, your team, and your organization grow - professionally and personally.

Let us help make this year your best yet. A year with stronger self-leadership.



Leadership, Team and Individual Training/Coaching

If you would like to help yourself and/or your team improve self-awareness, increase influence, gain executive presence and develop better communication skills, [contact Barb Girson](#) to learn more about our workshops and coaching in areas of executive, leadership, communication, business, career & sales.

Top 5 Areas of Coaching

Sought by clients

1. Improving Well-Being
2. Leading Others
3. Increasing Influence
4. Pursuing a Promotion/ Career Development
5. Improving Communications