

THE FINAL SPRINT:

Energize your Team and Win the Race



YEAR END. WE'RE ALMOST THERE!
Your team has been running a long business marathon all year. The finish line is in sight but business opponents are swarming around, trying to outrun each other to get to the finish line first. It's a very tight race.

So what do we do as a Leader to get our Team excited and ahead of the race?

1. BE YOUR TEAM'S #1 SUPPORTER

Support your team all the way, from start to finish. Whatever it is you see works most effectively to motivate the team, use it. Runners will get a second wind the moment they see the finish line and people are cheering on the other side. Remind your runners of the finish line and cheer them on.

2. COMMUNICATE

Communicate your vision and goals with them. Every runner needs to know how far the finish line is, and the terrain and weather they will face to get there.

3. ENGAGE

Engage them in the process. Make sure they know they're (and everybody is) an important part of the success equation. Empower your runners.

4. MANAGE ENERGY

Not only is it important to manage external resources well, it is as imperative to be able to manage our internal resource effectively. All professional runners know that the last few meters is one of the most crucial parts of a race, when a runner is able to sprint towards the finish line. As a Leader, make sure your Team paces their stamina and is given a power booster every now and then and therefore is able to sprint to reach the business finish line.

5. BEAT OWN PERSONAL BEST

Professional runners run not only to win the race, but importantly to beat their own personal best. Positive attitude is always the best tip for success. Exude a more positive and open

energy towards your team. Positive energy feeds off of positive energy.

6. CELEBRATE & EVALUATE

Don't forget to celebrate wins and milestones and evaluate them.

2011 is coming to an end. I hope we are all making our way for a grand exit and to commence the new year. I wish you all a successful and a more prosperous year ahead! ■



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