

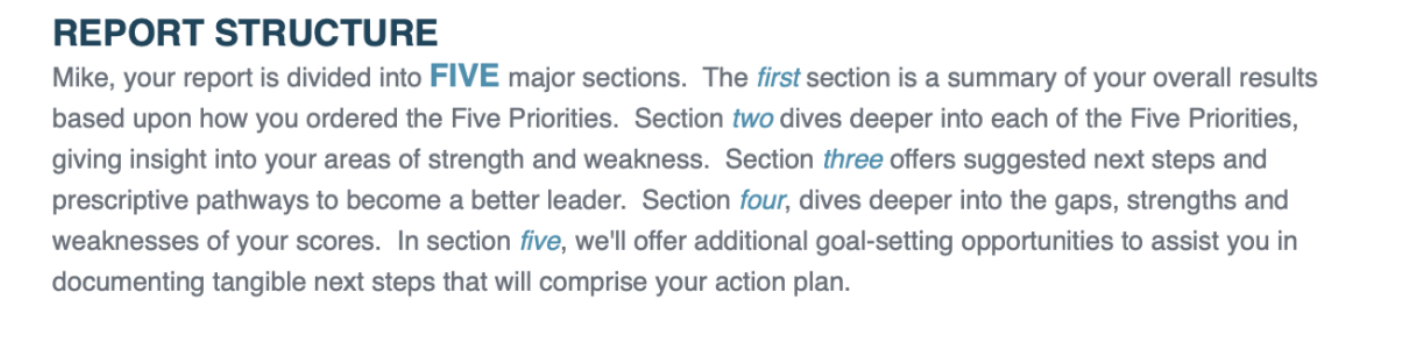
Overview of The Prioritized Leader Report



THE PRIORITIZED LEADER

REPORT PREPARED FOR YOU

The *Prioritized Leader Report* is around 35 pages long, so here we are giving you a view of some of the highlights of the report. There are many pages of written information, but we will focus mostly on the graphical parts of the report. Leaders find this report very thorough and helpful in their leadership journey.



Mike, thanks for taking the *Prioritized Leader Assessment*. This report has been tailored to help you understand where your true priorities are as a leader and how you can best recalibrate them to maximize your influence and impact. We know that if your priorities are in the right order, you will not only do well in business, but also energize and empower those around you. However, if your priorities are out of order, even if your heart is in the right place, you will always desire more, yet never really get there. None of us want to leave potential on the table! This report will help to affirm your strengths, identify weaknesses and blind-spots, and offer workable solutions.

PROGRESS NOT PERFECTION

This assessment will guide you through a process of self-discovery that leads to personal, professional, and organizational breakthrough. Honestly reflecting on your results, inviting others into the process and creating relevant action plans will put you on a track toward greater success. Put simply, we want you to become the best possible version of yourself and the best leader for your team.

REPORT STRUCTURE

Mike, your report is divided into **FIVE** major sections. The *first* section is a summary of your overall results based upon how you ordered the Five Priorities. Section *two* dives deeper into each of the Five Priorities, giving insight into your areas of strength and weakness. Section *three* offers suggested next steps and prescriptive pathways to become a better leader. Section *four*, dives deeper into the gaps, strengths and weaknesses of your scores. In section *five*, we'll offer additional goal-setting opportunities to assist you in documenting tangible next steps that will comprise your action plan.

GETTING THE MOST OUT OF YOUR REPORT

Carefully review: The scores shown are not intended to be absolute. Instead, view them as indicators to be further explored.
Seriously consider: Which work and life choices have led you to align your priorities in the way you have? The exercises and next step questions that follow are designed to help you build an action plan to thrive personally and professionally.
Be authentic: This process works best when we choose to be honest and transparent.
Take action: Don't settle for just talking about change. Rather, consider which specific next steps and behaviors, if implemented, would lead to meaningful transformation.
Share with others: Whether it's with your boss, coach or colleagues, take the opportunity to invite others into your plan to thrive. Remember, change is always more difficult when we walk alone; it is in sharing with others that we find encouragement and accountability.

This is the first chart you will experience. This compares the order of your current priorities to the optimal order of priorities.

YOUR FIVE PRIORITIES

Below, we have ordered the Five Priorities based on your responses. While we could have done the analysis for you, there's value in processing and comparing your results personally. Profound insights ensue when participants reflect on the two columns in light of their current circumstances as well as the optimal ordering of the priorities.

Left Column

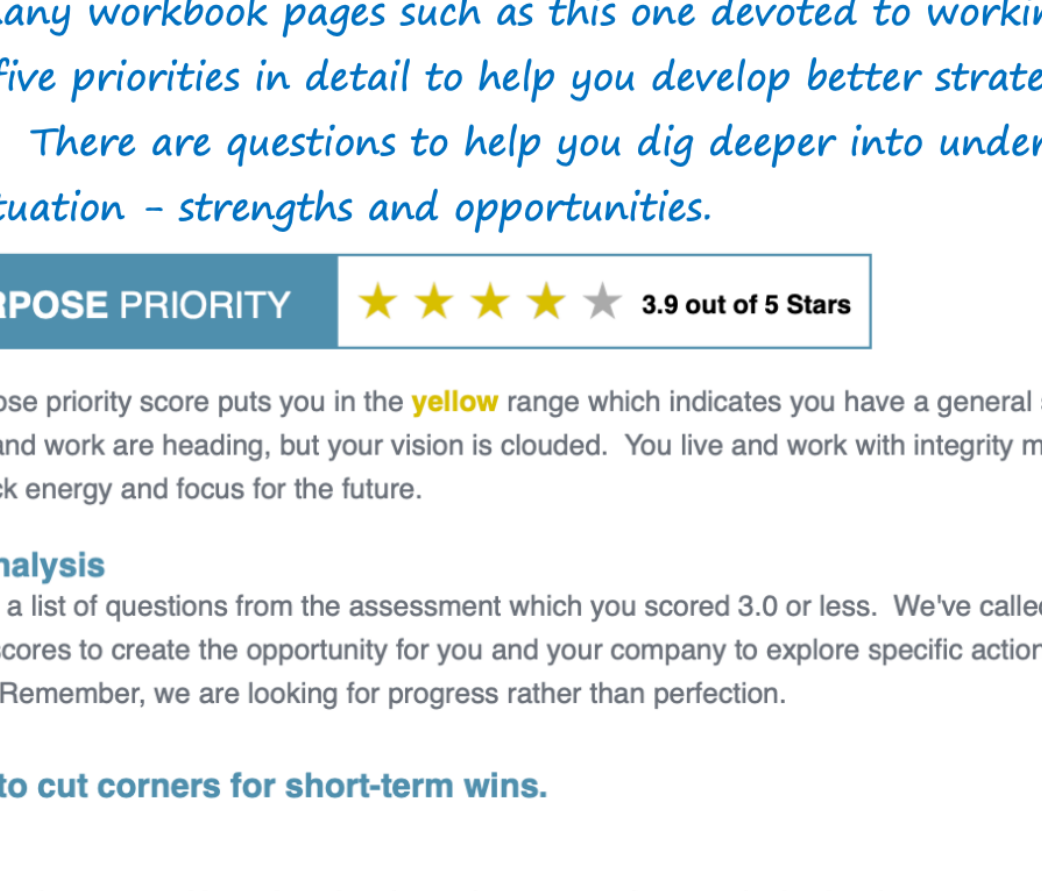
Displays the *actual order* of your priorities - the current objective order of your priorities as they are right now, or where they have been in the past, ranked highest to lowest. This is based upon your responses to the 50 questions and reveals your subconscious assessment of the Five Priorities.

Right Column

Displays the *optimal order* of your priorities.



This chart visually illustrates your scores in each of the Five Priorities and an overall score. It is color coded (green, orange, red) to indicate strengths and opportunities in each area.



There are many workbook pages such as this one devoted to working through each of the five priorities in detail to help you develop better strategies and action steps. There are questions to help you dig deeper into understanding your own situation - strengths and opportunities.

GOALS PURPOSE PRIORITY ★★★★★ 3.9 out of 5 Stars

Mike, your purpose priority score is in the **yellow** range which indicates you have a general sense of where your life and work are heading, but your vision is clouded. You live and work with integrity most of the time, but you lack energy and focus for the future.

Statement Analysis

Below you'll find a list of questions from the assessment which you scored 3.0 or less. We've called out your yellow and red scores to create the opportunity for you and your company to explore specific actions to grow in these areas. Remember, we are looking for progress rather than perfection.

1. It is okay to cut corners for short-term wins.

READ

"We learned about honesty and integrity - that the truth matters... that you don't take shortcuts or play by your own set of rules... and success doesn't count unless you earn it fair and square." - Michelle Obama

REFLECT

Do you believe that integrity is critical to success in the long run? If not, why not? Have the shortcuts you have taken in the past resulted in the outcomes you most wanted?

RESPOND

Consider making a new commitment to the timeless values of honesty and integrity. How would your leadership track record improve if you decided that these values were more important than short-term outcomes?

The next workbook pages encourage you to go deeper into each of the five priorities doing a "Gap Analysis" between your individual score and the organizational score.

GOING DEEPER: GAP ANALYSIS - INDIVIDUAL VS ORGANIZATIONAL

Well done Mike! You've worked hard taking a look at the order of your priorities and processing the low scores within each priority. Now, we want to help you take your insights even further.

Have you ever heard this phrase?

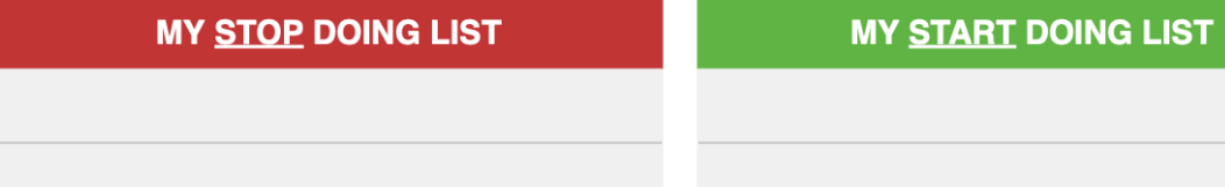
"Perception is reality in the eye of the beholder." ~ Eric Bibi

What we perceive to be real is our "truth", whether it's objectively true or not! It is entirely possible, therefore, that something you thought to be true about yourself (or the organization) actually isn't true. This section compares the perceptions of what you see as true of the organization with yourself. The purpose is to clarify how aligned (or misaligned) you are compared to where you believe the organization is currently. There is often a disconnect between the strengths and weaknesses you see in the organization compared to your own personal strengths and weaknesses.

By clarifying (or naming) what's working or not working between you and your company, you'll be better equipped to identify the problem, brainstorm solutions and put an action plan in place.

Below you have the opportunity to compare your personal strengths and weaknesses with the organization's in each of the Five Priority categories. Large gaps between the two scores generally indicate significant disconnect between you and the organization. Small gaps suggest a high level of alignment. However, the results could be either positive or negative depending on whether the alignment is on a high or low score.

The Purpose Gap



Your personal vision resonates with the company's vision. This alignment creates synergy and fosters a culture of high trust and stellar results. How can you promote this shared vision with colleagues in a meaningful and memorable way?

Insights and Reflections:

The next workbook pages will help you explore your strengths and weaknesses in each of the five priorities and then define and target growth opportunities. The chart graphically shows your strengths or weaknesses. You will define where to start and then complete an action plan.

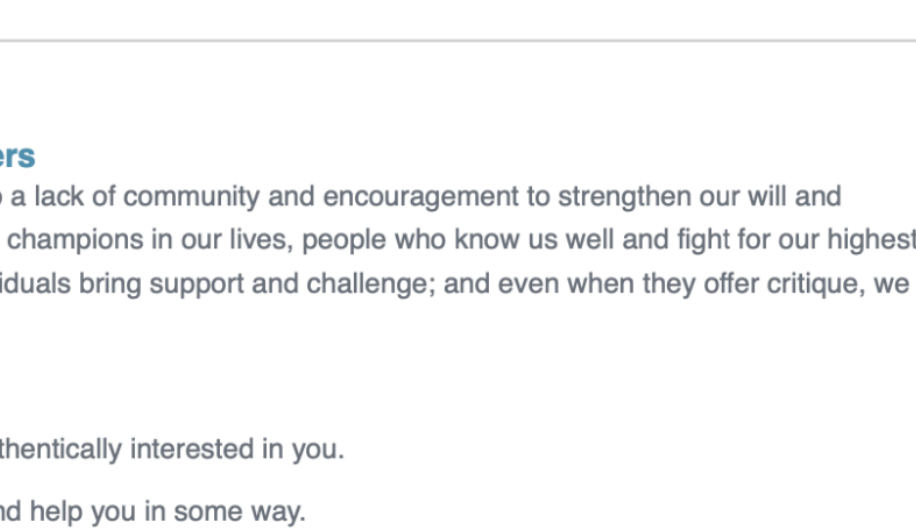
GOING DEEPER: STRENGTHS AND WEAKNESSES

Each of the priorities in this section has two key components that can help you better understand why you scored high or low in any of the Five Priorities. Engaging with the information below will help you better define and target the real growth opportunities. Explore your results to determine where best to start and then complete the action plan below.

Purpose - Values and Vision

The vision to see, articulate and go for a compelling future. The currency is integrity and inspiration.

The organization may be experiencing a season of great success, as profit margins grow and leaders and employees are developed in a supportive environment. Don't take this success for granted, the leaders should pause to consider the steps taken to help produce this level of health and prosperity. What practices need to get fully embedded into the culture so the company continues to align to its vision and live out its values?



Insights and Reflections:

The next steps after understanding each priority are to "Prepare for Action", and then "Take Action". To help you are different worksheets as shown below.

Step One: Create Space

Mike, many leaders feel overwhelmed by asking: "How am I going to add another thing to my list?" Yes, the struggle is real. We believe if busy people are going to start something, they should also stop something. The spaces below allow you to create your own "Start-Stop" list. Consider attitudes, behaviors, activities, relationships and habits, which you could either start or stop to help you on this journey.

MY STOP DOING LIST	MY START DOING LIST

Step Two: Clarify Your Action Steps

No doubt, you've written down a number of ideas and possibilities around action steps. We encourage you to reflect on all of these options and pick the top 3 that stand out the most. Write these down clearly stating when you'll start them, what success will look like and who can help you achieve this step.

MY ACTION STEPS	SUCCESS LOOKS LIKE...	WHEN I WILL START	WHO CAN HELP
1.			
2.			
3.			
4.			
5.			

Step Three: Articulate Your "WHY"

The roots of conviction sink deeper when we clearly communicate the "why" behind what we are doing (especially when making a change for the better). As you think about the changes needed for you and your company to truly thrive, consider why these changes are important. Use these "why" statements when you feel like quitting or when hardships (or curveballs) are thrown your way.

My "Why Statement" as it relates to implementing this action plan:

Step Four: Invite Others

Great plans often fail due to a lack of community and encouragement to strengthen our will and determination. We all need champions in our lives, people who know us well and fight for our highest possible good. These individuals bring support and challenge; and even when they offer critique, we know they are for us.

People of Potential:

- Are genuinely and authentically interested in you.
- Are willing to serve and help you in some way.
- Are generous - gladly opening up their network of friends and resources to you.

We say: "stick with your people of potential".

Who are your champions? Write down any names who come to mind, plan to reach out to them, asking if they would be willing to help you grow forward.

PEOPLE OF POTENTIAL	WHEN I WILL TALK TO THEM	WHAT I WILL SAY
1.		
2.		
3.		
4.		