

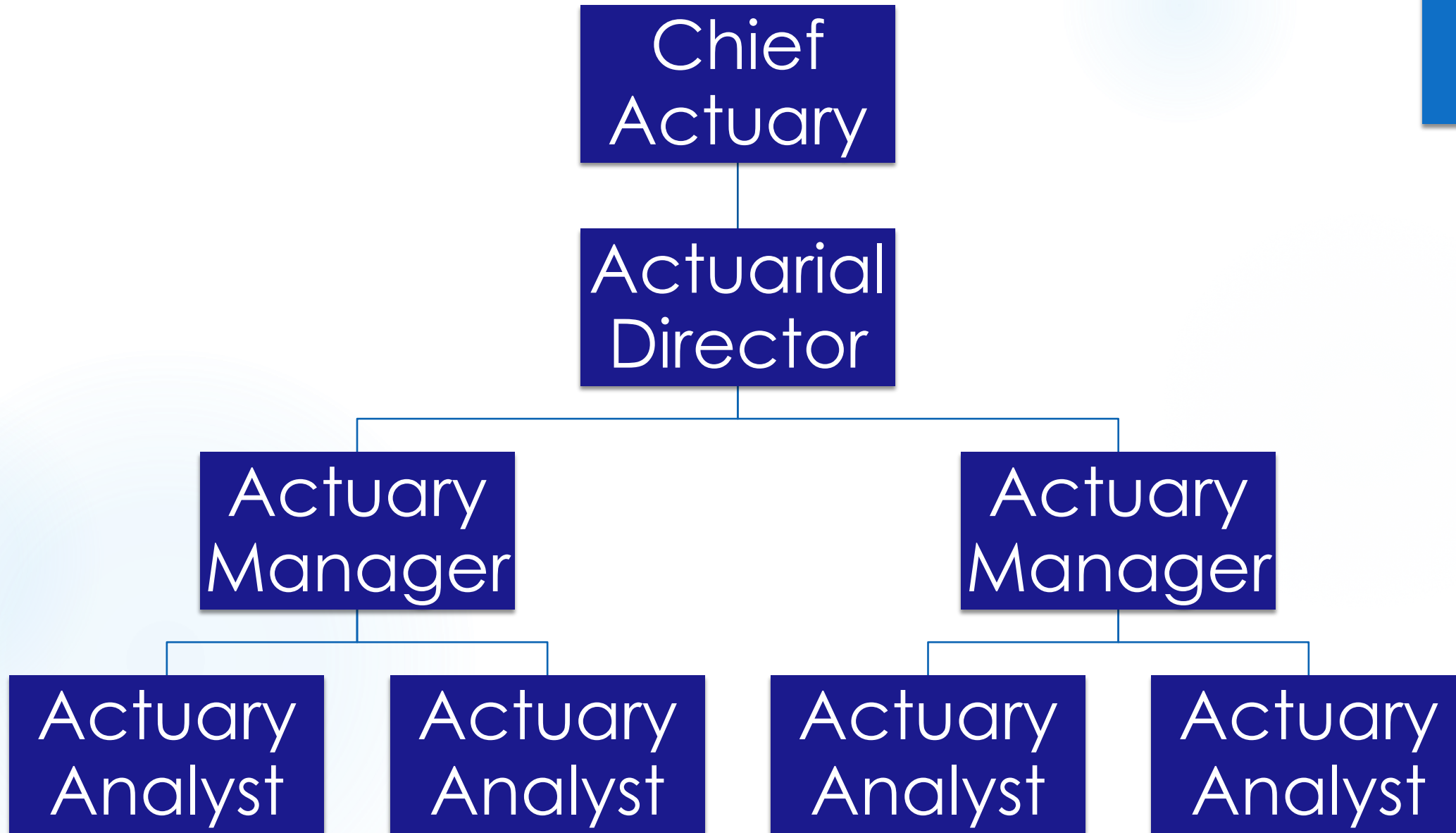


Developing the Leader Within You

Objectives

- ▶ **Identify areas in your life that would change as you continued to develop as an actuary**
- ▶ **Evaluate areas you can add for greater effectiveness**
- ▶ **Determine what areas of weakness you can subtract**
- ▶ **Learn how to divide your workload**
- ▶ **Understand different ways to multiply your impact**

The Leader Ball

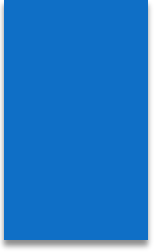


Where To Start

- ▶ **Invest in yourself**
- ▶ **Find a mentor**
- ▶ **Learn to Prioritize**
 - ▶ **Work smarter than harder**
 - ▶ **Good is not good enough**
 - ▶ **Important versus urgent**

Why People Don't Develop as an Actuary

- ▶ Time alone will make me good
- ▶ The higher I go, the more people will respect me
- ▶ I'm waiting for the right time



“If you want to live a life that matters,
don't start when you get good; start
now so you become good”

- John Maxwell

The 5 Influencers

Who are the 5 people you influence the most in your personal life?

Your professional life?

What do you think is the reason you have influence with them?

Change

- ▶ **What is the first area you can change today to grow as an actuary?**
- ▶ **What areas are considered strengths and weaknesses?**

Evaluation

- ▶ **What did you learn from that exercise?**
- ▶ **Where can you apply it today?**

Time to Subtract

What areas of weakness can you remove?

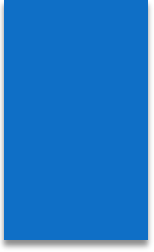
Initiator or Reactor?

Initiator	Reactor
Prepare	Repair
Plans Ahead	Live in the moment
Pick up the phone and make contact	Wait for the phone to ring
Anticipate problems	React to problems
Seize the moment	Wait for the right moment

Delegation

- ▶ **Steps to Delegation**
 - ▶ **1) Inquire about goals**
 - ▶ **2) Give others a chance to perform**
 - ▶ **3) Have others report the results immediately**
 - ▶ **4) Step back and watch others grow**

Delegation Test



”If you put yourself in a position where you have to stretch outside your comfort zone, then you are forced to expand your consciousness.”

- Les Brown

Maximize Impact

- ▶ **Problem Solving**
- ▶ **Attitude**
- ▶ **Serving People**
- ▶ **Vision**

Review

- ▶ **Identify areas in your life that would change as you continued to develop as an actuary**
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- ▶ **Understand different ways to multiply your impact**



For more information

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