



You Get What You Are



I have the opportunity to work with established and emerging leaders throughout the Central New York region. Leaders have the tremendous task of setting businesses up for success, positioning the organization to be good community partners, and keeping employees inspired so they show up everyday with the energy to achieve business goals. Wow! This is a huge responsibility. How does a leader organize herself to handle the many exciting and challenging tasks of leading a business to success?

It has been my experience that leadership success begins with a willingness to recognize that in your work **you will get what you are**. There is a direct connection between what you think, what you believe, how you act, and the success or lack of success you will experience in your business. People get their cues for how to respond to you and your business from you.

- If you want your business to be successful, you must think, believe, and act in ways to make it successful.
- If you want to be known as a good community partner, you must think, believe, and act in ways that lead to good community partnerships.
- If you want employees to be productive and loyal, you must think, believe, and act in ways that let them know that this is what you want from them.

As you continue your leadership journey I inspire you to pay close attention to your thoughts, beliefs, and actions. These three things together create the “energy” that is then applied to the development of business strategies, to becoming a good community partner, and most importantly, to creating respectful workplace environments that encourage employees to do their best to help you achieve business goals.

What you put out in the process of building your business is what you will get in return. **You will get what you are.**

Adapted from *The Leadership Journey*, published in the Auburn Citizen newspaper