

LEADERSHIP AT ALL LEVELS

With Gail Lowney Alofsin



"Leaders are made, they are not born."

Vince Lombardi

"She's a born leader," "My supervisor gave me the tools for success," "My professor inspired my interest in that subject," "My parent's inspired me to help others."

We may tend to hold onto the belief that the leadership title in a company is reserved for "the boss," yet leadership is developed and honed well beyond the board room and senior directors. Often, the leadership of a company is as strong as the attitude of and the decisions made by the front line; the people serving *your* customers on a daily basis. When you check into a hotel, your first impression is made by your interaction with the bellmen and front desk staff. In addition to the cuisine, the host and server may keep you returning to your favorite restaurant. In the corporate world, the "*director of first impressions*," is the assistant answering the phone and greeting visitors. The gate and operations teams of your event serve your clients - attendees, exhibitors, and sponsors. We all prefer working with companies and people who are amicable versus "Eeyore."

Leadership is comprised of many elements. Your ability to motivate and inspire others to present their best work, serve others with grace, and lead their best lives, is leadership. Yet some leaders, in the position of "power" serve to expire versus inspire others.

This column, *Leadership at all Levels*, will focus on emerging theories and best practices in the field of performance leadership. You are the leader of your life and your ability to develop a vision that motivates others to positive action will guide your personal and professional success. Candor, integrity, humility, initiative, communication, inclusion, discipline, and decisiveness are among the leadership traits that you exhibit to your stakeholders from your team to your clients.

Leaders are present on *all* levels of a company. What can you do to hone your leadership skills and assist others with theirs on a daily basis? Actions will always speak the loudest. Start today - developing and enhancing your best you!

Gail Lowney Alofsin is speaker, author, university professor and business consultant. She is the President of AMP! (Authentic Measurable Performance) delivering presentations focused on leadership performance, work life balance and integration, communication, customer service and the Power of Positivity.

Her book, *Your Someday is NOW - What are you Waiting For*, is focused on becoming your best you. A lifelong student and humanitarian, Gail believes that we all have the capability of being a leader in our own lives, influencing the lives of others for positive peak performance and success. An active volunteer since the age of 7, Gail believes that leadership commences when we look beyond ourselves to enhance the lives of others - personally and professionally. She can be reached at 401-640-4418 and gail@gailspeaks.com. Follow her on twitter: [@gailalofsin](https://twitter.com/gailalofsin) and visit her website: gailspeaks.com.."