TAP-N2
The Pareto Principle of Leadership Excellence
Making everything else better!

Do you get as frustrated as I do by all the ambiguity and sheer volume of information on the topic of leadership development? If so, you may want to consider this simple but profound new insight in the field of leadership excellence!

In my recent book, I position effective leadership as the core raw material for building excellence in any endeavor...at work, at home, in the church, in the community, in the organization, in the team and even in you. In my research on what the world has to say about leadership excellence, I reviewed over 150 leadership resources and summarized their wisdom in 18 pages within chapter 17 of the book. When I reviewed the summary, I was overwhelmed. I thought to myself, “If this is what it takes to be an effective leader, how could anyone possibly become one? How could any one person possibly live up to this massive list of qualities, characteristics and behaviors?” The answer...no one can. The revelation...effective leadership does not require a personal mastery of all the skills the world presents as critical for effectiveness. We know this to be true because we’ve all witnessed effective leadership in action by very flawed and imperfect people. “If that’s true,” I thought, “then what does it take to become an effective leader? What does it take to achieve leadership excellence? Is there a path to leadership excellence that is reasonable and when learned, can help any individual have a chance to achieve it? The answer, I found, is a resounding YES! It’s called the Pareto Principle of Leadership Excellence, and it’s possible for anyone who applies its precepts to achieve excellence as a leader! It involves mastery of three basic but very profound skills that form the critical foundation to excellence. Your job is to tap into it! TAP-N2 the Pareto Principle of Leadership Excellence!

The Pareto Principle, also known as the 80/20 rule, states that roughly 80% of the effects of a thing come from 20% of the causes. In the case of leadership excellence, the 20% of the causes that will yield you 80% of leadership excellence is represented by three basic skills. They form the acronym TAP, hence the need to TAP-N2 the Pareto Principle of Leadership Excellence.

T - build Trust ... Trust builds a realistic hope for excellence!
A - create Accountability ... Accountability authenticates excellence!
P - lead with Passion ... Passion energizes excellence!

By focusing on these three core skills, we can now teach anyone to become an excellent leader. With this belief and deeper insight, we’ve created a 4 session training course to help individuals understand and apply the principles of trust, accountability and passion in their own personal leadership journey. When they do, their teams and partners will respond with their best performance yielding exciting improvements in all result areas! By tapping into the Pareto Principle of Leadership Excellence, you will propel yourself, your teams and your organization forward exponentially toward the realization of your goals and objectives. You’ll certainly generate better results but you’ll gain much more than that in the process. You’ll realize that life is much more than results, or profit, or personal gain. It’s an opportunity to make a difference in the world around you, to have a lasting impact on those you serve, and to leave a legacy of hope and encouragement for others to follow. Leadership excellence creates a life that matters. It’s a noble and worthy pursuit. If you take your leadership excellence journey seriously, I guarantee that you and your team will never be the same again.
TAP-N2 the Pareto Principle of Leadership Excellence

When you do, everything else is better!

Build Trust

“Trust is the one thing that changes everything.” – Stephen M.R. Covey
Trust, the instinctive, unquestioning belief in and reliance on the integrity, strength, ability, and surety of a person or thing, is a function of character and competence. It’s either built or destroyed each time we communicate with others and forms the foundation of great teams. When leaders learn to communicate intentionally in every interaction, they build strong relationships based on trust. There are three key behaviors leaders must practice to build trust. When they learn and practice these three behaviors, everything else changes for the better. Trust builds a realistic hope for excellence!

Create Accountability

“You must inspect what you expect.” - Zig Ziglar
Accountability, the act of accepting responsibility for one’s actions and deeds, works best when taken rather than held. We often hear about holding others accountable for their jobs. But this is counter-productive. Wouldn’t it be much better if each individual would take accountability for their jobs instead? Think of the implications of this! What if each individual voluntarily and passionately gave their best performance every day? What would that do to your team, your organization, your customers, or to your quality of life as a leader? There are three moments of truth where accountability is critical. When the leader understands these three moments and what to do in each of them, people take accountability for their personal results and everything else changes for the better. Accountability authenticates excellence!

Lead with Passion

“No organization will rise above the passion of the leader.” - Ken Blanchard
Passion, the intense enthusiasm, devotion or desire for a thing, is not taught, it’s discovered. It exists within each individual but must be discovered and applied in order to realize positive, practical impact. Passion is also neutral…it can be applied for good or bad. In a culture of excellence, it must be pursued with virtue and knowledge to inspire positive results. When a leader understands their personal passion and learns to target it toward their objectives, others are inspired and everything else changes for the better. Passion energizes excellence!

You’re 4 sessions away from making everything else better!

- Session 1: An Introduction to the Pareto Principle of Leadership excellence
- Session 2: Build Trust
- Session 3: Create Accountability
- Session 4: Lead with Passion

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