

# Essential Management Skills

## Part 5 - Seeking Good Counsel & Giving Yourself The Best Chance Of Success

## **PART 5 - Seeking Good Counsel & Giving Yourself The Best Chance Of Success**

Well, I cannot hear the fat lady singing just yet, but she is certainly clearing her throat!

In this final part of the course I am going to cover what support you need to put in place to ensure your success.

If you take a look at the Richard Branson's and Donald Trumps of this world, they are only as good as the people around them. They have a team in place to help, support and initiative action.

So let's make a start!

Sean

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## The value of seeking good counsel

Every TOP manager is where he or she is today because of the decisions they have made in the past and the potential of the decisions and impact they will have in the future.

But do they do it all on their own? The answer is NO!

All of the most effective executives and senior managers that I have come across all have a support structure in place to ensure their own success.

These include:

- Recruiting the best staff to work for you
- Hiring a coach
- Having a large network of other professionals
- Holding mastermind think-tank sessions
- Having a mentor
- Having the very best lawyers, accountants and advisers
- Having a right hand man/woman
- Reading self-help books
- Learning new skills to stay ahead
- Training and development

## Questions

What support structure have you got in place?

Where can you go to get a different point of view on the issues that you are facing?

Who can you turn to, to act as a sounding board for your ideas? Don't do this alone!

## Who is in your mastermind team?

I mentioned above about the value of having a support structure in place.

One activity I recommend that you follow is to have a mastermind team.

So, what is one of these?

Well, a mastermind team is a group of likeminded individuals who can bounce around ideas and offer help to one another.

The team does not have to be made up of your own staff, but obviously it can, moreover this team could be made up of professionals from different industries, different outlooks - you name it.

The objective of the team is to meet on a regular basis, say once per month where you can share ideas, the problems you are facing and gain a different perspective on things.

If your premises are surrounded by other businesses, call them up and see if they would be willing to participate.

## Who coaches # 1?

Just because you are a manager does not mean you know it all. Having said that I have a met quite a number of Executives and Managers who thought that they did! ;-)

Needless to say, they didn't last very long!

Even though I am regarded as one of the most successful coaches around, I still have a coach whom I have regular sessions with each month.

Why?

Because, even though I am at the top of my profession I want to get better and better and better.

It's as simple as that. The day that you start resting on your Laurels you are doomed and you will start to regress.

Have you got a coach or a mentor?

If you have, I am sure you will agree with me that it is one of the most enlightening and rewarding experiences you can ever go through.

If you haven't, isn't it about time that you started?

## Getting results through others

.....and talking about getting results, to be successful you will need to get results through other people.

You cannot do it all on your own.

And these people need to be QUALITY people or those that have the potential to be something special in the future.

## Questions

How do you recruit and attract the best people?

How do you ensure that these people remain within your team - what's in it for them?

How do you develop the people around you?

On a scale of 1-10 (10 being the best) how would you rate the effectiveness of your team?

- How could you make it even better?
- What do you need?
- Who can help you?

## Your Overall Success Plan

"And now the end is near and so I face the final curtain....."

I never was any good at singing "MY WAY"!

I hope you have enjoyed the last 5 sessions and that this email course has given you some good pointers and tips.

You can never cover everything in just sessions but I hope it gave you a good introductory insight into yourself.

So what now?

Well, one option for you is to do nothing, say thanks very much for the course and continue with the same work, the same problems and the same way of life back in the office.


**Or....**

You can ACT upon what I have covered in this course and make some changes and take action!

You owe it to yourself to be the VERY BEST that you can be. You are where you are because you like a challenge, now take the ultimate challenge and improve yourself way beyond what you thought was possible.

## About MTD



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Sean McPheat is the **Chief Executive Officer** of the multi-award winning **MTD Training Group**.

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