

Do You Have What it Takes to Lead?

Posted by [Martha Newman, J.D., PCC, TopLawyerCoach, LLC](#) • April 21, 2011 • [Printer-friendly](#)

Know the Difference Between Being a Manager and a Leader



Sure, you're great at your work.

Business is booming. Your clients adore you. But, how happy and loyal is your staff? Do they see you as a manager? A leader? Or, both?

Ideally, **a great leader will guide, motivate, inspire, and encourage *with the right mindset***. As renowned entrepreneur Seth Godin puts it - being a leader and a manager are two completely different animals.

"Managers try to get people to do what they did yesterday but a little faster, and a little cheaper with a few less defects," says Godin.

Here are a few other leadership principles that will help you lead more, and manage less.

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com



1. Say no to "yes men."

Don't surround yourself with people who always agree with you. What's the point? You might as well make decisions in a vacuum. Why bother to put together a staff of intelligent, talented people if you're not going to listen to them? Enjoy the debate, and listen to all sides and opinions.

2. Know and understand your team.

You can't be a good leader if you don't know what makes your staff tick. You don't have to get too personal, but by understanding the issues that may affect each person's job performance, you'll be better able to motivate and lead them.

3. Teach, and then stand back.

Give a person as much information as you can about a project, and then let them figure out how to get the job done. If they start moving in the wrong direction, of course you should step in, but letting employees figure out what works and what doesn't is not only more fun for them, but teaches them valuable lessons.

4. Support and encourage.

Everyone on the team should feel that they have each other's backs - no matter what.

Of course, leading may not be your forte - and that's okay. It's not for everyone. If managing comes more naturally to you, then embrace it - and have the right attitude and mindset in check.

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com

