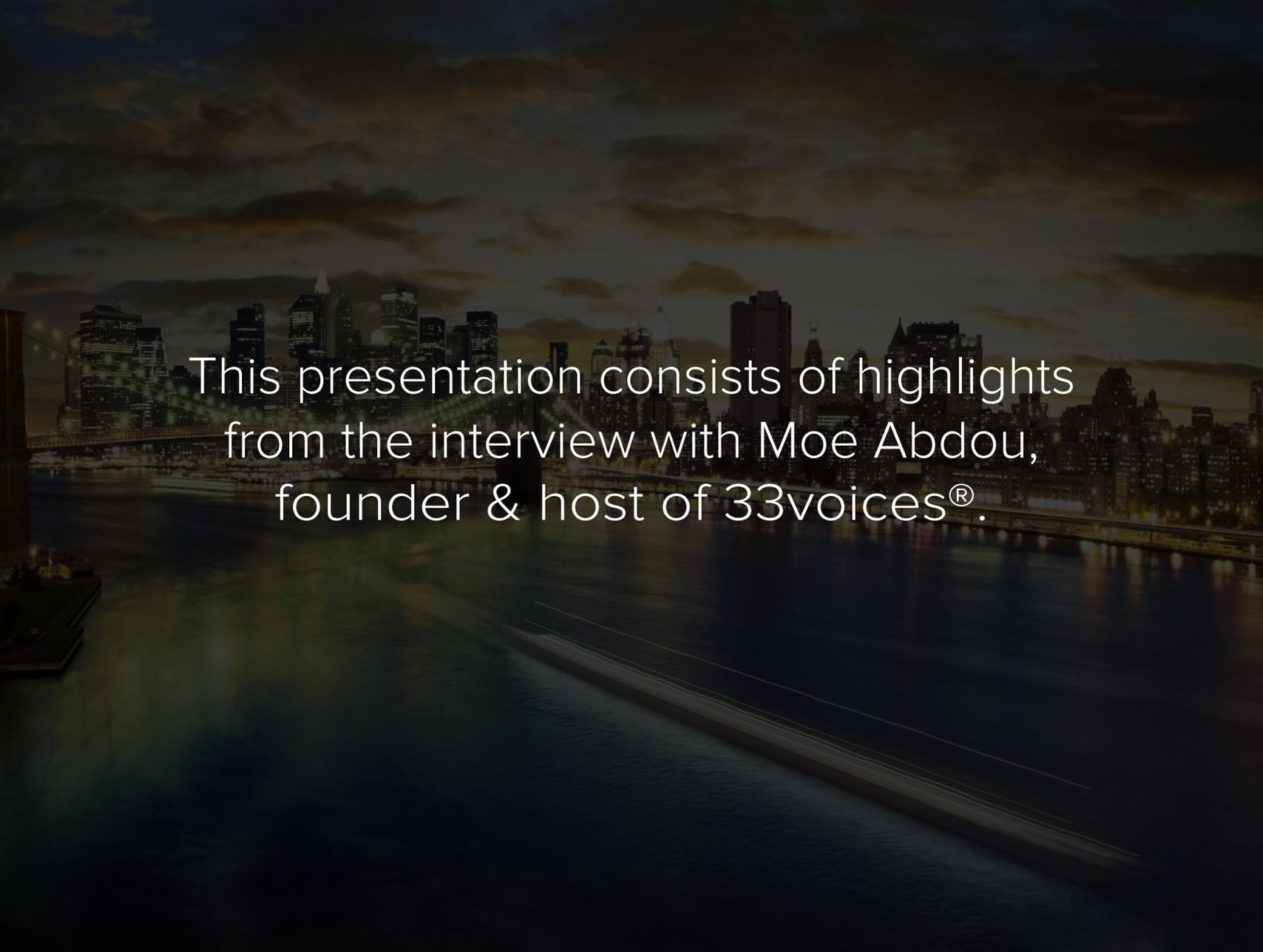


ALL THE
LEADER
YOU CAN BE



This presentation consists of highlights from the interview with Moe Abdou, founder & host of 33voices®.



SUZANNE BATES

CEO of Bates Communications



@CEOCOACHBATES

Suzanne Bates is an executive coach, author, keynote speaker, former award-winning television news anchor, and CEO of Bates Communications, Inc. Today, Bates Communications has a team of seasoned consultants who improve their clients' businesses by transforming leaders into powerful communicators who get business results. Bates Communications offers strategic communications consulting, executive coaching, workshops, executive presence seminars and boot camps.

INSIGHT #1

It's the leader who understands how her intentions as a leader align with the perception of others that will likely gain trust, build alignment, lead change, inspire performance, and drive executional excellence.

 interview

 preview

INSIGHT #2

Observe a leader with the power to influence and inspire and you'll notice these three dimensions:

 interview

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INSIGHT #2

Observe a leader with the power to influence and inspire and you'll notice these three dimensions:

Character - The qualities that shape a leader's identity and gives us a reason to trust her

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INSIGHT #2

Observe a leader with the power to influence and inspire and you'll notice these three dimensions:

Substance - The mature leadership qualities that foster commitment, inform action, and lead to above-and-beyond effort

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Observe a leader with the power to influence and inspire and you'll notice these three dimensions:
Style - The patterns of communicative leadership that build motivation and shape and sustain performance

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INSIGHT #3

Abraham Lincoln on Character:
“Character is like a tree and reputation
like a shadow. The shadow is what we
think of it; the tree is the real thing.”

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Abraham Lincoln on Character:
“Character is like a tree and reputation
like a shadow. The shadow is what we
think of it; the tree is the real thing.”

**Here are the dimensions:
Authenticity - Being real, genuine,
and sincere in all of your interactions**

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Abraham Lincoln on Character:
“Character is like a tree and reputation
like a shadow. The shadow is what we
think of it; the tree is the real thing.”

**Integrity - Being true to your
values and beliefs**

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Abraham Lincoln on Character:
“Character is like a tree and reputation
like a shadow. The shadow is what we
think of it; the tree is the real thing.”

**Concern - Being genuinely interested
in the wellbeing of others**

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Abraham Lincoln on Character:
“Character is like a tree and reputation
like a shadow. The shadow is what we
think of it; the tree is the real thing.”

**Restraint - Being self-aware and having
a capacity for good self-regulation**

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Abraham Lincoln on Character:

“Character is like a tree and reputation like a shadow. The shadow is what we think of it; the tree is the real thing.”

Humility - Being consciously aware of your strengths and weakness; having an openness to learn from others

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John Quincy Adams on Substance:
“If your actions inspire others to dream
more, learn more, do more and
become more, you are a leader.”

Hone these qualities:

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John Quincy Adams on Substance:
“If your actions inspire others to dream
more, learn more, do more and
become more, you are a leader.”

Hone these qualities:
**Practical Wisdom - The ability to
synthesize what is being said**

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John Quincy Adams on Substance:
“If your actions inspire others to dream
more, learn more, do more and
become more, you are a leader.”

Hone these qualities:
**Confidence - The ability to be
and act decisively**

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John Quincy Adams on Substance:
“If your actions inspire others to dream
more, learn more, do more and
become more, you are a leader.”

Hone these qualities:
**Composure - The ability to handle
challenging situations with a sense of calm**

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John Quincy Adams on Substance:
“If your actions inspire others to dream
more, learn more, do more and
become more, you are a leader.”

Hone these qualities:

**Resonance - The ability to connect with others
and to help them feel heard and understood**

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John Quincy Adams on Substance:
“If your actions inspire others to dream
more, learn more, do more and
become more, you are a leader.”

Hone these qualities:

**Vision - The ability to mobilize a team
around a more inspiring future**

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Jack Welch on Style:

“If you pick the right people and give them the opportunity to spread their wings and put compensation as a carrier behind it you almost don’t have to manage them.”

**Here’s how to drive
organizational performance:**

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Jack Welch on Style:

“If you pick the right people and give them the opportunity to spread their wings and put compensation as a carrier behind it you almost don’t have to manage them.”

**Here’s how to drive
organizational performance:
Appearance - Energy and vitality are
contagious - project a healthy, vital, alert,
and vigorous demeanor.**

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Jack Welch on Style:

“If you pick the right people and give them the opportunity to spread their wings and put compensation as a carrier behind it you almost don’t have to manage them.”

**Here’s how to drive
organizational performance:
Intentionality - Guiding people towards
doing work that matters**

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Jack Welch on Style:

“If you pick the right people and give them the opportunity to spread their wings and put compensation as a carrier behind it you almost don’t have to manage them.”

**Here’s how to drive
organizational performance:
Inclusiveness - Invite and be open to
the perspective of others**

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Jack Welch on Style:

“If you pick the right people and give them the opportunity to spread their wings and put compensation as a carrier behind it you almost don’t have to manage them.”

**Here’s how to drive
organizational performance:
Interactivity - The timely dialogue
and exchange of idea**

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Jack Welch on Style:

“If you pick the right people and give them the opportunity to spread their wings and put compensation as a carrier behind it you almost don’t have to manage them.”

**Here’s how to drive
organizational performance:**

Assertiveness - The ability to be direct, forthright, and willing to raise issues without delay; as to also work through difference constructively.

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INSIGHT #6

Well informed leaders know that no relationship can endure a lack of trust. The best leaders keep these words by Ernest Hemingway top of mind “the best way to find out if you can trust somebody is to trust them.”

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INSIGHT #7

Confidence doesn't come before a breakthrough; rather it's your reward for getting something done.

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INSIGHT #8

Next time someone gives you thoughtful feedback, honor it, for it's a testament of the trust they have for you.

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INSIGHT #9

Substance does not refer to innate intelligence, rather it's the mature qualities of leadership presence that accrue in you over time.

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Communication tip: To find your voice as an executive, be open to sharing more of yourself.

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Reflect - Who do you trust and
why do you trust him/her?



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