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Message from Pat

"I don't know what your destiny will be, but one thing I do know: the only ones among you who will be really happy are those who have sought and found how to serve."

- Albert Schweitzer

In my questioning of what leadership is this past year, I've had some time to look at leadership as a "being in service to" versus "What can I get out of...?"

An extraordinary client of mine gave me a wonderful book called: "To Lead is to Serve" by Shar McBee. This book is about how to attract volunteers and keep them, although many of the principles and techniques can be used in attracting employees and clients.

To Lead Is To Serve is an ancient and timeless leadership lesson. It has been stated in many ways and many languages throughout the ages.

The I Ching, a book of Chinese wisdom, states, "To rule truly is to serve."

Saint Francis of Assisi said, "It is in giving that we receive."

The Upanishads, ancient scriptures of India, say, "If you want to be happy, be giving."

Jesus taught the lesson of To Lead Is To Serve saying, "The greatest amongst you is servant of all."

I've learned in my coaching business that big changes require only a small shift in thinking. I'm not saying it's easy. I am saying it is possible and it has a huge effect on changing habits. Ninety-eight percent of all communication is non-verbal and takes place beneath the surface. When you operate with the idea of "What can I get out of these people?" on a non-verbal and subtle level they feel that is your intention and they will naturally put up a defense.

Instead, try looking at people with the idea of "These people need something. What is it? How can I help? How can I be of service?" Watch for the change in those you are serving and they will drop their resistance when they see your good intention.

When the leader cares only about the cause and not the people, they sense it and will not give their service in return.

To take on the "To Lead Is To Serve" thinking easily advances both your cause and your people. When people know the leader cares about them and sincerely wants to help, they will give their support to both the leader and the cause.

Some exercises to practice this and test it out for yourself:

- Before each meeting you plan to attend, (both as a leader and a participant), ask yourself, "How will I serve this group?"
- Make a list of three employees, clients, co-workers. Ask yourself, "How can I serve these people? What do they need that I can give?"
- Think of a person who has let you down. What can you do to serve that person?

I wish you a Happy New Year and hope that 2006 brings you much

success; however you define that for yourself!

I want to share my two primary goals for 2006.

- Have fun today
- Do it again tomorrow.

Step into it...don't wait...model leadership...the World needs us to do this.

Lead strong!

Pat

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Leonardo da Vinci

"Every now and then go away,
Have a little relaxation,
For when you come back to work,
Your judgment will be surer;
Since to remain constantly at work,
Will cause you to lose power of judgment.

Go some distance away,
Because the work appears smaller,
And more of it can be taken in at a glance
And a lack of harmony or proportion
Is more readily seen."

- Leonardo da Vinci

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Leadership Means Service

Too much attention, generally, is given to the position, rather than to the function, of leadership. But once rank assumes importance for its own sake, creativity and meaningful progress grind to a halt.

Only a weak leader feels the need to wave her position before her subordinates. A strong leader, on the other hand, wins support for her position by using her authority to focus attention on the work to be done.

Because self-importance is the natural human inclination, a safe attitude for you, if you are a leader, will be to remind yourself constantly that the position of leader is not, in the deepest sense, any more important than that of the humblest follower. Both are simply contributing whatever skills they possess to the advancement of an undertaking.

Often, indeed, the subordinate, because of his freedom to specialize, is in a position to make a more visible contribution than the leader, whose job essentially is to work *through* others.

In leadership, a garland of humility is more to be prized than any crown.

Think of Mahatma Gandhi, who insisted on traveling in third class carriages on the train "because," as he explained to someone who asked him his reason for doing so, "there is no fourth class."

Humility is a sign of strength, not of weakness. Humility is above all, and quite simply, truthfulness – self-honesty.

Humility means seeing everything quite simply as it is, with none of the emotional overtones of wishing that it be anything more. A job done is simply a job done. It is the egotist who looks around for applause.

Humility in leadership can be achieved also if one learns to view his role as a simple service to others. Indeed, this is the very essence of leadership: giving energy, not receiving it. And perhaps the surest way to ensure such an outward flow of energy is to think of oneself always as serving one's subordinates.

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Allies

I am looking for people who are playing 'Bigger Games' in their lives. A 'game' is defined as 'what you are up to' in your life. A 'bigger game' is at a higher level and has some distinct elements.

A Bigger Game:

- Is something that requires you to evolve, to add new competencies, to become a new leader.
- Means you are focused on a higher purpose rather than on yourself.
- Feeds a hunger that most human beings experience; a hunger for a meaningful life, one that has impact.
- Serves a higher, more compelling purpose. It is not about you.
- Has an impact on the greater community.
- Is one that cannot be played alone.

If you know of anyone (even you!) that is playing a 'Bigger Game' in their lives, please contact me. I am interested in talking with them and writing about their story.

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Recommended Reads with links to Amazon.com

"To Lead is to Serve" (How to Attract Volunteers & Keep Them), by Shar McBee

"The Art of Leadership" (A Practical Guide for People in Positions of Responsibility), by J. Donald Walters

"The Way of the Leader" (Applying the Principles of Sun Tzu and Confucius – Ancient Strategies for the Modern Business World), by Donald G. Krause

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Upcoming Workshop Offering and Speaking

Bigger Game Workshops: Has something been calling you? Maybe a whisper, a tug, or a knowing there is something bigger waiting for you...possibly something your soul has been craving. The Bigger Game is a dynamic interactive workshop that naturally calls 'the better you' yet to be expressed. Come let your Bigger Game Player come out to lead and experience the fun and excitement of having a Bigger Game to Play. February 24-26, 2006 in San Mateo, CA. Call me for more information at 650-245-0321.

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"Quote For Your Day!"

I send out a "Quote for Your Day!" on a daily basis.

Here's what one of the receivers wrote to me recently:

"Just when I needed something to remind me that I am heading in the right direction...I got your quote. I love them, keep them coming!"

Here's what I sent on that particular day: "The only true happiness comes from squandering ourselves for a purpose."

- John Mason Brown

So, if you like to think (and sometimes laugh), sign up for the daily quote by sending a blank e-mail to Quotes@inVisionaria.com with "Quote" in the subject line.

Until next time, I wish you joy and fun!

Pat Obuchowski
CEO, Chief Empowerment Officer
inVisionaria

Helping people step into their roles as leaders in their businesses, their communities and the world. Helping people find their "Bigger Game."

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"By Pat Obuchowski of inVisionaria."

Brief Biography

Pat Obuchowski is the CEO (Chief Empowerment Officer) of inVisionaria. inVisionaria is a company devoted to helping people and organizations find and achieve their vision and their voice. She works with individuals and organizations that are looking for structure, focus and accountability to set and achieve their goals. She also works with people who are ready to make big changes in their businesses and their lives and step into the leaders they've been yearning to be. People who are ready, willing and able to begin playing their "Bigger Game." No kidding. Right now. The approach to achieve this and create this alliance is individually based and is designed between Pat and each of her clients.

Testimonial: "Pat and I have worked together and I know her and her style, and highly recommend her. I think anyone would really enjoy her as a person, and greatly benefit from her professionalism and expertise."

- HR Director

CONTACTING ME. I receive a large number of emails every day. I get many questions and it's hard to get to them all. However, I do my best. If you don't hear from me in a few days, please try again. Your email may have fallen between the cracks.

PRIVACY and SPAM POLICY: I never rent, trade or sell my email list to anyone for any reason whatsoever. You'll never get an unsolicited email from a stranger as a result of joining this list.

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