



Leaders Eat Last

By Simon Sinek

**Leadership is not management or power.
Leadership is a responsibility and sacrifice.**

LEADERS CARRY THE HEAVIEST WEIGHT

In ancient times, leaders were given privileges beyond the rest of the tribe. They had the first choice of food and the pick of the best partners. In return for these privileges, leaders were expected to be there on the front line when danger approached. Their privileges came with heavy responsibilities. We still feel the same way about our leaders today. We are happy for a president to have a private plane and to live more comfortably than everyone else. However, we expect sacrifices from them as a trade-off.

LEAD YOUR 'FAMILY'

You can't fire your children or your parents. They can't be replaced because they are far too precious. Workers, staff or students should be seen the same way. If they must be seen as a commodity, then they are the single most important commodity. In return for being treated as vital, a leader's subordinates will be loyal and hardworking. Workers who love their job or students who enjoy coming to school do so because they know they are valued.

JOIN THE STRUGGLE

Employees and followers who see their leaders making choices and taking action for the sake of the company or school will be far more willing to do the same. While a leader is, by definition, separate, they are still part of the team, and other team members expect them to act accordingly. Remember that guiding others means sacrifice, not power, and you will be on your way to becoming a memorable leader.

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STEPS TO BE A BETTER LEADER



1. Create safety

People will do their best work when you create a circle of safety. When people feel a lack of safety, cortisol (the stress hormone) is triggered. High levels of cortisol are not only related to health issues like high blood pressure and heart attacks; there is also the fact that cortisol prevents people from working effectively.



2. Create trust

People who trust you will do better work for you. The trick is that trust runs both ways. Your staff or students will only trust you if you show them trust in return. Have faith in your team (no matter what it looks like), and they will return that faith with gusto.



3. Look harder for dangers inside than dangers outside

Civilisations are rarely murdered. They are destroyed from within by incompetence and greed. Don't fear outside dangers but rather be on the lookout for those that strike from within. You can always deal with the competition, but if you don't stop internal problems quickly, then you are doomed.