

The 5 Attributes of Leading from Behind to Instantly Boost Your Consulting Value

And disrupt the Status Quo

Based upon the teachings of Lao Tzu

“When the best leader’s work is done the people say, ‘We did it ourselves.’”

- ◆ Set your “consultant-cap” aside and set others up for **SUCCESS**.
- ◆ Set clear goals, guidelines and **EXPECTATIONS**.
- ◆ **EMPOWER** your client, remove obstacles in their path, challenge them.
- ◆ Give frequent feedback: **TRUST** but verify.
- ◆ Cut them loose! **ALLOW** them to own the successes that follow.

How will your client feel about this technique?

- ◆ **Protected:** “I do not even know she is here, but I can feel her presence.”
- ◆ **Empowered:** “It is like I have this invisible secret weapon.”
- ◆ **Secure:** “But when we need them, they are there.”

“We are HEARD...UNDERSTOOD...VALUED. We TRUST them”.



Disruptors of Status-Quo “Advisory” Consulting
Business Formation ◆ Business Transformation ◆ Start-up Specialist