

# The **TURBO** **Charger**

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To our clients and friends

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## Become a Multiplication Sign



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### **Interest creates value**

**E**mpowering people is the key to building a highperformance team. Once you empower people by learning how to motivate and inspire them, they will want to work with you to help you achieve your goals in everything you do. Your ability to enlist the knowledge, energy and resources of others enables you to become a multiplication sign, to leverage yourself so that you can accomplish far more than the average person and in a far shorter period of time.

There are three types of people that you want to and need to empower on a regular basis. They are, first of all, the people closest to you; your family, friends, spouse, and your children. Second are your work relationships; your staff, coworkers, peers, colleagues, and even your boss. Third are all the other people that you interact with in your day-to-day life; your customers, suppliers, banker, the people you deal with in stores, restaurants, airplanes, hotels and everywhere else. In each case, your ability to help people perform at higher levels will make you a more powerful and effective person.

Empower means "putting power into" and it can also mean "bringing energy and enthusiasm out of". So the first step in empowering people is to refrain from doing anything that disempowers them or reduces their strength and enthusiasm for what they are doing.

There are things you can do every day to empower people and make them feel good about themselves. Following . . . . .

Leadership Principle #2 - Become Genuinely Interested

Leadership Principle #4 - Provide Acknowledgment

Leadership Principle #6 - Be An Active Listener

Leadership Principle #8 - Validate Their Ideas

The deepest need that each person has is for self-esteem, a sense of being important, valuable and worthwhile. Everything you do in your interactions with others can affect their self-esteem in some way. You already have an excellent frame of reference to determine the things that you can

do to boost the self-esteem and therefore the sense of personal power of those around you. Give them what you'd like for yourself.

Perhaps the simplest way to make another person feel good about themselves is your continuous expressions of appreciation for everything that person does for you, large or small. Say "thank you" on every occasion. Thank your spouse for everything they do for you. Thank your children for their cooperation and support in everything that they do around the house. Thank your friends for the smallest acts of kindness. The more you thank other people for doing things for you, the more things those other people will want to do.

Here are two things you can do immediately to put these ideas into action.

First, continually look for ways to make people feel more valuable and important. Say things to others you would like others to say to you.

Second, express appreciation for everything anyone does for you, large or small.

### Turbo's "Strategic Actions" program

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