
Marked For Success

Ideas to Help Your Financial Institution Succeed from On The Mark Strategies

On the Mark Strategies | November 8, 2016

Three Actions of a Good Leader

Sports fans witnessed strong leadership last week when Dallas Cowboys starting quarterback Tony Romo gracefully conceded his lead position to a young super star. Under Romo's mentorship, the young quarterback has led the Cowboys to eight straight wins while Romo recovered from injuries. Romo showed great leadership when he acknowledged that something magical was happening with the team this season and it would be wrong for him to change that now that he is healthy.

Leaders at your financial institution would be wise to take a page out of Romo's playbook. He did at least three things all leaders should be doing in business.

Recognize what is best for the team

Romo could have been difficult and demanded his job back, but he recognized that wasn't the best solution for the team right now. Leaders in business have to make tough decisions all the time. Sometimes it means selecting a more qualified job candidate over a friend, or being overlooked for a promotion because another employee was more qualified. A good leader takes the high road and does the right thing for the organization.

Mentor those less experienced than you

Good leaders help other employees reach their full potential. Non-leaders often reject a mentoring role because they fear the people they mentor will surpass them on the corporate ladder. If Tony Romo had felt this way, the Cowboys might not be having a record-breaking season, and his reputation wouldn't be nearly as stellar as it is now.

Keep a positive attitude even when it's painful

Strong leaders maintain a positive attitude, even through disappointments and adverse situations. It doesn't mean you can't show your disappointment in a negative situation. It

means you do a better job of finding and communicating the silver lining.

Leadership expert John Maxwell says everything rises and falls on leadership. Assess your employees periodically to be sure your leaders are truly leading your organization to success.

It has been my experience that the shortfall of many consulting firms is that they focus almost exclusively on the national averages and normative figures without taking into account the unique community in which my credit union operates. Mark's attention to detail in learning about our credit union and members is what sets him apart from the rest. The end result of our experience with Mark is a detailed plan tailored to meet our specific needs and members."

— Brian Leger, Chief Administrative Officer, Lafayette Schools CU

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On The Mark Strategies would love to speak at your 2017 events. Mark Arnold and Taylor Wells offer a dynamic and wide range of speaking topics and are at ease speaking to staff, management, senior executives and boards of directors. They provide passion, knowledge and practical insights for attendees at all job levels. [Contact Mark](#) to schedule us for your next event.

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