

THE LEADING PROCESS - ENLISTING

SEE



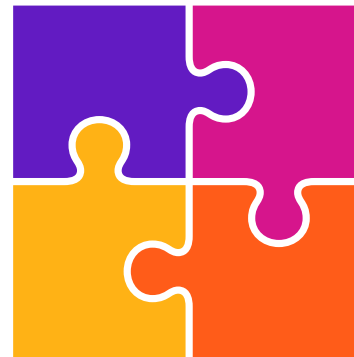
The leader sees a possibility of something that can be different in the future. A vision. He or she is committed to making something happen. The leader thinks of ways to share their vision with others. They cannot do it alone.

SHARE



The leader thinks of others who might help and keeps an eye open to find others who might be interested. The leader shares with the identified people what the vision is and looks for excitement or interest.

PERSONAL



The leader, next, stands in the other person's shoes and shares how their being involved will be of value to them. The leader tries to show that the vision is aligned with some aspect of the enlistees life.

ASK



The leader then asks the enlistee to get into action. The ask is pin-pointed. What is asked will vary based on the vision and the capabilities or connections of the enlistee.

COMMITMENT



The leader tests for a 'committed yes'. A clear commitment means that the enlisting was successful and someone else is now in action to bring about the leader's vision in reality. A leader might need many enlistees in action to achieve the objective which is the vision in reality. A leader prefers to "No in advance"