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You told me

- The Economy
- Sub Prime mortgage mess and the huge impact on everything

No potential competitive advantage exists in these issues!

You told me

- Deposits
- Margins
- Relevance
- People
- Culture
- Competition
- Threat of being Consolidated/Acquired

Today,

Four leadership discoveries
used by the world's best performing
companies to achieve their full
economic potential

Our research revealed

- Ten fastest companies in the world
- Ten most productive companies in the world
- Ten companies who grow the most consistently
- Ten best CEOs in the nation



A few of the world's best



KOCH INDUSTRIES, INC.

Discovery 1

The world's best performing
companies and leaders turn
what they do into a
Cause

A Cause

- Isn't a Mission Statement
- Isn't a Vision Statement

Causes

- Big and Bold
- Inclusive
- Why you really do what you do
- Fixes something wrong
- Not a goal
- Give meaning to people's lives

Causes

- Provide purpose
- Fuel Passion
- Drive Momentum
- Build cultures

Culture is the ultimate competitive advantage

Discovery 2

The world's best performing
companies and leaders
master the art of
Letting go

Letting go

- Yesterday's breadwinners
- Ego
- Same old-same old

When you let go

- Better able to deal with change
- Stay more focused than your rivals
- Innovation happens

Discovery 3

The world's companies and leaders
get everyone to

Think and act like owners

Thinking/acting like owners

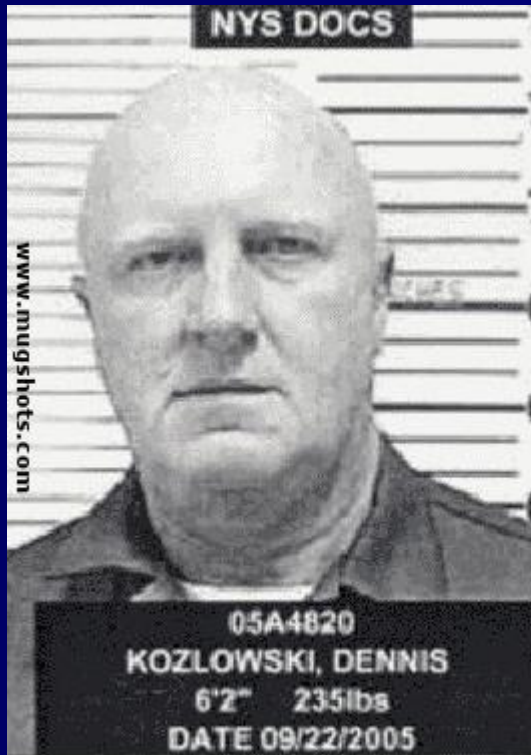
- Everyone knows that creating economic value counts
- Decision rights go to the right people
- People are rewarded based on the economic value created
- Everyone is held accountable

Discovery 4

The world's best performing companies are headed by leaders who see themselves as



America's business heroes ???



Discovery 4

The world's best performing
companies are headed by leaders
who see themselves as
Stewards

Stewardship

- Service over self-interest
- Abandoning power and dominion over others
- Working to preserve natural and human resources
- Nurturing, authentic, mentoring and selflessness

Stewards

- Share information
- Are accessible
- Keep their hands dirty
- Stand for something
- Get rid of superficial distinctions
- Driven to leave it better
- Are coaches and mentors
- Feel called to serve

Remember the things you told me

- Deposits
- Margins
- Relevance
- People
- Culture
- Competition
- Threat of being Consolidated/Acquired

Imagine what happens when everyone

- Shares a Cause
- Is able to let go
- Thinks and acts like an owner
- Does business as a good steward



"Try not. Do or do not, there is no try."
Yoda

*Here's to achieving all you set out to
do and being good Stewards in all you
do!*

Jason Jennings

This PowerPoint presentation is available at:
www.jason-jennings.com