

Hola Presidentes,

We have just begun this adventure and the mayhem will not end for a while. You guys are THE chapter presidents, THE most influential people in this region. Congrats, you've made it! But now, do something with it. As chapter president each of you acts as a link between the region and your individual chapters. You are the ones bringing in the members, you are the ones raising the TO money. At the end of the day, people turn to chapter presidents to truly get the job done. I know that there is so much work to do and at times you will feel buried in it. Get organized, get excited, and make the work fun. You are a *dugma*, an example, for your chapter and for the region. So if you are not loving the program than how can we expect others to enjoy it? Lead by example! And remember to lead not to boss people around. Have a vision and a course of action. Your board wants to work, make them work. Do not just do it all yourself. Delegate responsibility but at the same time don't be lazy. Work together. Be a team. Find the ideal balance.

This year is a great opportunity for each one of you to take the reigns. This year each of you will gain a greater understanding for how an organization runs, and how to make it run smoothly. I am first to admit that I don't always know what is going on and I am not always a great leader. This year together we will work on leadership and responsibility. In the following pages I've compiled leadership tips for each of you. Just take five minutes and read through it. Let this booklet be a resource for you throughout the year. It should not be recycled or put on a bookshelf. USE IT.

I'm always here. Call. Text. Email. But no Facebook.

Good Luck,

Jonathan

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BE A LEADER, NOT A BOSS

A boss DRIVES people
A boss depends on AUTHORITY
A boss inspires FEAR
A boss says "I"
A boss KNOWS how it's done
A boss COMMANDS
A boss NEVER has time
A boss is concerned with THINGS
A boss DEMANDS loyalty
A boss TAKES all the credit
A boss USES people

A leader COACHES people
A leader depends on GOOD WILL
A leader inspires ENTHUSIASM
A leader says "WE"
A leader SHOWS how it's done
A leader ASKS
A leader MAKES the time
A leader is concerned with PEOPLE
A leader GIVES loyalty and GETS it in return
A leader GIVES credit and ACCEPTS credit
A leader DEVELOPS people

10-20-60-10

THE 10-20-60-10 RULE GOES AS FOLLOWS:

- **THE TOP 10% OF ANY ORGANIZATION WILL ALWAYS DO ROUGHLY 90% OF THE WORK.**
- **THE NEXT 20% WILL DO SOMETHING IF YOU ASK THEM AND THEY ARE RELIABLE WORKERS.**
- **THE MIDDLE 60% WILL ONLY WORK IF IT IS IN THEIR DIRECT BEST INTEREST.**
- **THE BOTTOM 10%, NO MATTER WHAT, WILL SIT IN THE BACK OF THE ROOM AND B**CH, COMPLAIN, MAKE TROUBLE, AND BE A GENERAL PAIN IN THE BUTT.**

UTILIZE THOSE PEOPLE WHO ARE RELIABLE AND GET PEOPLE INVOLVED EVEN IF IT IS NOT IN THEIR BEST INTEREST.

ABCs of Leadership:

Achieve, Believe, Conceive (work from the bottom up!)

Building a Better Board: Ten Essentials

1. **Trust your board:** your board has incredible potential. You'll be amazed what they can accomplish if you give them the room to grow.
2. **...but not recklessly:** keep tabs on your board. Make sure they are on target. If they don't meet a deadline or forget a task, it's partly your responsibility.
3. **Encourage creativity:** if you're quick to dismiss a new idea, your board will be reluctant to contribute. Take an undeveloped idea and run with it; you can create something incredible.
4. **Open lines of communication:** make it a point to talk to your board outside of USY. You are not their boss, but their co-worker, supporter, and friend.
5. **Be a role model, not a hypocrite:** you are not above the law. It's your job to keep standards to the highest level. Give yourself an equal workload and don't slack off.
6. **Make everyone feel useful:** USYers are on board because they love your chapter and want it to be successful. They should always have something to work on, no matter how small. Don't let them get bored.
7. **Have productive board meetings:** Have an agenda and stay on topic; no one likes long meetings. This is the only time you have to plan so use it well.
8. **Create collaboration:** job specific programs are fine, but the product will be so much better if everyone works together. Titles are just guidelines; don't be afraid to step outside the boundaries.
9. **Bond:** you are a family. Get to know each other. the closer you are, the better you will work together
10. **All board members are created equal:** both the freshmen and the seniors on board should be treated with respect. Never speak down to anyone. Do not play favorites and give everyone the opportunity to prove themselves.

TO DO LIST:

- GET MEMBERS
- RAISE TO
- LEARN A LITTLE RUACH
- CREATE A PHONE CHAIN
- KEEP TABS ON YOUR BOARD
- KEEP TABS ON YOURSELF
- INCORPORATE ALL ASPECTS OF USY IN PROGRAMS (IA, REL/ED, SA/TO, MEM/PROG, COMM)
- HAVE FUN

“A true measure of a leader is not how many followers you begat, but how many leaders you begat” –Ralph Nader.

ARCHETYPES AND THE FOUR DIMENSIONS



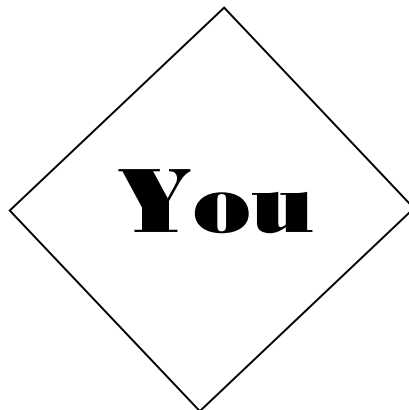
Prophet: Gives you a vision and dream for the future.

- Purpose- sets up a mission statement
- Spiritual
- Ground of Being
- Fire – (in belly) the incentive behind everything



Sage: The rational thinker

- Perspective – understanding things realistically
- Mental
- Ground of thinking
- Air



Lover: One who can relate to others

- People – interpersonal realm
- Relational
- Ground of feeling
- Water



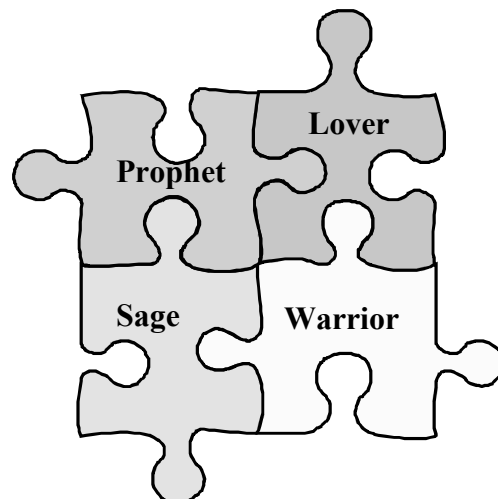
Warrior: the implementer

- Performance – acting
- Physical
- Ground of doing
- Earth



Mapping the Inner Compass

- Everything is affecting each other
- Objective: Take as much as you can from each sacred archetype to become the paradigm leader.



“SOME MEN SEE THINGS THAT ARE AND SAY WHY? I DREAM THINGS THAT NEVER WERE AND SAY WHY NOT?” ROBERT KENNEDY