

Understanding Your Values

December 3, 2020

1. _____

The firm belief in the reliability, truth, ability, or strength of someone or something.

The result of trust is _____.

The currency of influence is _____ not money.

2. _____

The feeling of admiration for people's ability, qualities, or achievements. Respecting colleagues, customers, and vendors.

The result of respect is _____ (gratitude).

3. _____

A feeling of strong support for someone or something. To leadership, returning customers, to vendors, and to fellow team members.

The result of loyalty is _____ (meaning, satisfaction, and contribution).

4. _____

Knowing and understanding the company, its strengths and weaknesses, and your customers (experience).

The result of awareness is _____.

5. _____

A right view of one's abilities and importance.

The result of humility is "_____ _____" (leads to truth and accessibility).

6. _____ and

The exchange of information within the connection of people. Communication is key to meaningful relationships. The result of communication is good listening.

The result of communication and collaboration is _____ (repeat business, longevity with staff).

Trust builds respect. Respect builds loyalty. Loyalty builds humility. Humility builds awareness. Awareness builds long-term relationships.

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Understanding Your Values

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1. Trust

The firm belief in the reliability, truth, ability, or strength of someone or something.

The result of trust is empowerment.

The currency of influence is trust not money.

2. Respect

The feeling of admiration for people's ability, qualities, or achievements. Respecting colleagues, customers, and vendors.

The result of respect is appreciation (gratitude).

3. Loyalty

A feeling of strong support for someone or something. To leadership, returning customers, to vendors, and to fellow team members.

The result of loyalty is relationship (meaning, satisfaction, and contribution).

4. Awareness

Knowing and understanding the company, its strengths and weaknesses, and your customers (experience).

The result of awareness is good service.

5. Humility

A right view of one's abilities and importance.

The result of humility is "putting others first" (leads to truth and accessibility).

6. Communication and Collaboration

The exchange of information within the connection of people. Communication is key to meaningful relationships. The result of communication is good listening.

The result of communication and collaboration is long term understanding (repeat business, longevity with staff).

Trust builds respect. Respect builds loyalty. Loyalty builds humility. Humility builds awareness. Awareness builds long-term relationships.

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