



# Technology Services Mentoring Monday Mentoring Munch (M<sup>3</sup>) Team

Frankie Jackson led the Technology Leadership Mentoring team meeting on Monday, **September 24, 2018**. Notes from the meeting are [here](#). The team conducted a summary review of John Maxwell's book – 360 Degree Leadership.

This week the team focused on section 4 Lead-Across Principle #1 Understand, Practice, and Complete the Leadership Loop. Had a discussion about the upcoming key contents.



Discussed CETL 5 Team Building and Staffing (5G) Build an environment that encourages team member communication. For fun, the team participated in a survey [how to fascinate by Sally Hoshead](#).



- PRIMARY PERSONALITY DESCRIPTORS:**
- Rapidly earns respect
  - Focuses on adding value through better execution
  - Conscientious of the smallest details
  - Motivated by a competitive spirit and determined outlook
  - Expects highest quality deliverables from self and others
  - Earns respect with higher standards
- WHO YOU ARE:**
- Ambitious
  - Results-Oriented
  - Respected
- HOW YOU ADD VALUE:**
- » People recognize you as an achiever and/or expert.
  - » You influence people through your high expectations of yourself and others.
  - » You constantly envision ways to improve and upgrade.
- EXAMPLES OF LEADERS WHO USE PRESTIGE:**  
Heidi Klum, Enzo Ferrari, Princess Diana, James Bond, Gordon Ramsay
- HOW TO APPLY PRESTIGE AT WORK:**  
Your primary PRESTIGE Advantage means that you naturally seek the next level of accomplishment. Develop your talent for using PRESTIGE to persuade and encourage others to support your vision at work.