

# MAGEE

## Is Your Culture a Leader, Creator or Killer?

### The DNA of a Leader Today: Do You Grow it in Others & Do You Possess it?

Being the boss, manager, partner or owner, and being a leader are not synonymous. Yet the DNA of a great and always evolving leader in an organization can make the lasting impression of greatness on a market place, within an organization, and upon individuals that will live on well beyond one's presence.

As I have come to know and learn from amazing leaders across Entrepreneurial Businesses, Fortune 500 Organizations, and Command Sergeants Major and General Officers within the United States Military, leaders are both organic and grown. Beyond the rhetoric of so-called experts and the sensationalistic media sound bite world we live in today, what makes for a real leader can be seen through an objective lens as Leadership DNA.

Whether mentored, human capital talent developed, there are models to leadership DNA. The CEO of a multi-billion dollar mid-west firm made the comment/quote from the late great Michael Jackson lyric to a group of executives I was working with, "The man in the mirror staring back at me... what do you see?" In the context of the moment it was powerful comment, in the macro context of what leadership should be, it was profound. As a managerial-leadership author, coach, and human capital developer over the past several decades, I have had the opportunity to see leadership internationally and from every vocation, industry and aspect. Through [www.ProfessionalPerformanceMagazine.com](http://www.ProfessionalPerformanceMagazine.com) I have had the opportunity to be exposed to

the true achievers across every playing field of the globe for the past two decades. As you look in the mirror of life, I am always left with a very defined list of observable characteristics, behaviors or DNA if you will, of what Leadership is about:

- L – Listen to leave a legacy
- E – Engage to educate, whether that be technical or non-technical, formal or informal, certification driven or through the University of Street Smarts
- A – Accept ownership and embrace an attitude of optimism and belief
- D – Delegate and drive themselves and others to achieve and reach for more
- E – Evolve through experiences appropriate to serve as sound base for development
- R – Reach out to others to build rapport and thereby become reachable, approachable
- S – Standup for the tough calls and support and serve others with shared vision and mission
- H – Help others through their guidance, mentorship to be greater than where they were
- I – The inspire others to be better by being in tune with today for innovation for a better tomorrow
- P – Perfection is their hallmark and they push themselves and others to always be raising the performance bar without question and demanding continuous performance development and excellence and fight to ensure the bar is not lowered to accommodate laziness, popularity, and unearned welfare.

You can make the gesture with our left hand of a Loser (L-Grid) or you can become a Leader (or visualize the same L-Grid gesture through a different eye and psychology) of yourself and others. Your actions are your choices as I detail in the book **Your Trajectory Code** (watch *On the Red Carpet* at [youtu.be/9xVGtzkxzXU](https://youtu.be/9xVGtzkxzXU)) and for purchase at [www.barnesandnoble.com/w/your-trajectory-code-jeffrey-magee/1120376074?ean=9781119043232&itm=1&usri=9781119043232](http://www.barnesandnoble.com/w/your-trajectory-code-jeffrey-magee/1120376074?ean=9781119043232&itm=1&usri=9781119043232)).

Your Leadership DNA shapes and reinforces your culture, and your culture shapes and reinforces the Leadership DNA you organically grow or do not grow. Consider what culture must be present to cultivate each of these DNA variables, and explore hidden or missing characteristics for each letter variable that you would add to the list. Embrace and support those that share your DNA desires, cultivate it within others, and remove those that would do you and your organization harm. Then go out and continuously enrich the formula for your own self development and mentor others to possess the Leadership DNA for a healthier, wealthier, more balanced future!



## Jeff Magee

Jeff Magee, PhD, PDM, CSP, CMC, the "Thought Leader's Leader." Jeff is the publisher of **Performance 360 Magazine**, Editor of *Performance Execution* and *Performance Driven Selling* blogs, a former nationally syndicated Radio Talk Show Host as well as a published author of several books including *Performance Execution*, *The Managerial Leadership Bible*, *The Sales Training Handbook*, and *Your Trajectory Code*.

He is also a columnist and highly sought motivational-leadership speaker. The recipient of the United States Junior Chamber's Ten Outstanding Young American's (TOYA) Award, and the United States National GUARD's Total Victory Team Medal for civilian contribution to the Armed Services. He can be reached at [Dr.JeffSpeaks@aol.com](mailto:Dr.JeffSpeaks@aol.com). [www.ProfessionalPerformanceMagazine.com](http://www.ProfessionalPerformanceMagazine.com)