



# Colliers Project Leaders

# INTENTIONAL LEADERSHIP

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Colliers  
Project Leaders

GET IT RIGHT  
SOLUTION™

GET IT READY

GET IT BUILT

GET IT PERFORMING

## Who We Are

We are building and infrastructure project leaders. Our ***Get it Right Solution™*** ensures we get it ready, get it built and get it performing – so investors owners and occupants are certain of success.

**Even if you're on  
the right track,  
you get run over  
if you just sit there.**

**WILL ROGERS**



# WHY?



# WHY?



# WHY?

# SUCCESS



...is achieved when we  
*meet stated and implied needs.*

# WHAT?

# QUALITY



The characteristics  
that bear on the ability to  
meet those needs.

# HOW?

# RISK



Anything that  
imperils quality.

# WHY?

# SUCCESS

# WHAT?

# QUALITY

## ASSURANCE

## CONTROL

# HOW?

# RISK



Cost



Time



Scope



Human  
Resources



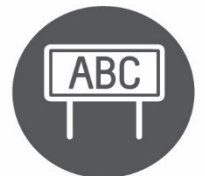
Procurement



Stakeholders



Integration



Communications

# LEADERSHIP { SUCCESS QUALITY RISK

SUCCESSFUL  
LEADERSHIP?



# Characteristics of an Effective Leader

What are the characteristics that are most looked for and admired in a leader - someone under whose direction you would willingly follow?

*The Leadership Challenge*

Kouzes and Posner



# Characteristics of an Effective Leader

What characteristics do you look for in an effective leader – someone who you would willingly follow?



# Characteristics of an Effective Leader

AN EFFECTIVE LEADER?  
WHAT WE SAY WE NEED...

- Honest
- Forward Looking
- Inspiring
- Competent
- Intelligent



# Characteristics of an Effective Leader

AN EFFECTIVE LEADER?  
WHAT WE SAY WE GET...

- Honest
- Forward Looking
- Inspiring
- Competent
- Intelligent



# Characteristics Of An Effective Leader

AN EFFECTIVE LEADER?

WHAT WE SAY IS MISSING...

- Honest
- Forward Looking
- **Inspiring**
- Competent
- Intelligent



# Characteristics of an Effective Leader

**an effective leader**

**the opportunity**

**INSPIRE!**







**Great.  
But how?**

# Characteristics of an Effective Leader

## ...intentionally

- your followers want it
- it increases your influence
- it makes you more effective
- it costs nothing
- it's easy
- it makes your role more enjoyable

# An Effective Leader? - The Opportunity

Honesty

Forward Looking

**Inspiring**

Competent

Intelligent





**Lead,  
follow,  
or get out of the  
way.**

THOMAS  
PAINE

**Lead me,  
follow me,  
or get the hell out  
of my way.**

**GEORGE S.  
PATTON**

# INSPIRED COMMUNICATIONS

It's all about the small stuff



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# Inspired Communications

It's all about the small stuff

## Communicate Intentionally

### The Small Stuff (?)



# Inspired Communications

It's all about the small stuff

## Communicate Intentionally

**MBWA?**

(no, it's not an part-time degree program)



# Inspired Communications

It's all about the small stuff



Communicate  
Intentionally:

Management By Walking  
Around



# Inspired Communications

It's all about the small stuff



Get up  
Get out of your office  
Engage  
Discuss  
Learn  
Inform  
Influence  
Motivate and Inspire

# MEETING AND GREETING

Removing The Fear



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# Meeting & Greeting

Everyone has a story, and  
Everyone likes to talk about themselves.  
So everyone likes to tell their story.

*Encourage them to tell it.*

What's  
your  
story



# Meeting & Greeting



*Encourage them to tell their story....*

Where are you from?

Were you born there?

Are your parents from \_\_\_\_\_?

When did you move?

Why did you move?

*...while searching for something you share*

# Exercise: Meeting & Greeting

*Meet the person sitting next to you by encouraging them to tell their story....*

Where are you from?

Were you born there?

Are your parents from \_\_\_\_\_?

When did you move?

Why did you move?

...while searching for something you share.

**Those who stop  
getting better,  
stop being good.**

OLIVER  
CROMWELL

# LEADERSHIP



The relationship between those who aspire to lead and those who choose to follow.



# INTENTIONAL LEADERSHIP



The course of action taken by one who aspires to lead, whose objective is to influence others to choose to follow.



# Characteristics of an Effective Leader



**AN EFFECTIVE LEADER?**  
**THE OPPORTUNITY**

**INSPIRE!**

**Nothing in this world can  
take the place of persistence.**

*Talent will not:*  
nothing is more common than  
unsuccessful men with talent.

*Genius will not:*  
unrewarded genius is almost a  
proverb.

*Education will not:*  
the world is full of educated derelicts.

CALVIN  
COOLIDGE

**Persistence and  
determination alone are  
omnipotent.**



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Thank you for  
your attention



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