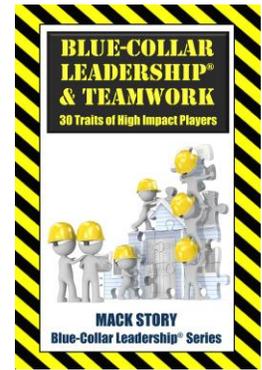


Blue-Collar Leadership[®] ***& Teamwork:*** ***30 Traits of High Impact Players***

by Mack Story



“Character is more likely to be caught than taught.”
~ Mack Story

1. Be Growth-Oriented

“When you grow yourself, you grow your influence.” ~ Mack Story

- a. The key is to be growth-oriented **first** and goal-oriented **second**. In this manner, you’re always setting new goals to facilitate your overall mission: continued growth.
- b. **SACRIFICE** + **DISCIPLINE** = **GROWTH**
- c. Why should you focus on growth? Because growth creates **freedom** and **options**, and your life will always be better with more freedom and more options.

“Intellectual growth should commence at birth and cease only at death.” ~ Albert Einstein

2. Be Trustworthy

*“Your character will either **launch** you or **limit** you.” ~ Mack Story*

- a. **Trust** is the foundation upon which high impact teams **thrive**.
- b. Trust is based on: 1) a person’s **character**; who they are; and 2) a person’s **competency**; what they know.
- c. Each player, regardless of their position, title, or rank is **responsible** for intentionally helping the team build a strong foundation of trust.

*“What you really are will speak so loudly that what you ‘claim’ you are will not be heard.”
~ Napoleon Hill*

3. Be Humble

*“Your level of **humility** will reveal your level of **security**.” ~ Mack Story*

- a. Too much **pride** and **ego** are indicators of **insecurity**. The most insecure among us are also the least humble among us.
- b. Insecure people try to prove something on the **outside** to make up for what’s missing on the **inside**.
- c. Humility has nothing to do with position, title, and rank. Humility has everything to do with **character**.

“The best thing we can do is be who we are, whatever that is. We’re all drawn to authenticity. We like people who are real. Sometimes real people are flawed, we’re all flawed. I think we connect with people who are open, exposed, willing to admit things they’re good at, things they’re not good at, try to be humble, try to be collaborative.” ~ Bob Myers

4. Be Responsible

*“Total responsibility for failure is a difficult thing to accept, and taking ownership when things go wrong requires extraordinary **humility** and **courage**.” ~ Jocko Willink*

- a. Each of us is responsible for choosing our **values** and those values will determine our **circumstances** and the impact we have, especially when it comes to **teamwork**.
- b. When it comes to teamwork, low impact players **dodge** responsibility like it’s a deadly disease. They may disappear when a task is being addressed or begin to make excuses as to why they can’t help and shouldn’t be asked to help.
- c. Lack of responsibility creates **distrust**.
- d. High impact players know a secret: When low impact players are **whining**, it’s easy to start **shining**.

*“Be Responsible: Making this **choice** gives you a **voice**.” ~ Mack Story*

5. Be Positive

*“Those who **whine** get left **behind**.” ~ Mack Story*

- a. When it comes to teamwork, **emotions** matter a lot because emotions are **contagious**. **Negativity** is the most contagious of all. It’s easy to catch and easy to spread.
- b. High impact players are easy to spot in a negative crowd. They’ll either be **silent** or “Be **Positive**.”
- c. As Daniel Goleman remarked, “*Controlling impulses like frustration and anger is a crucial aspect of **character**.*” You can’t be frustrated, angry, and positive at the same time.

*“When morale is low, the only way to get the ball rolling is to start pushing it yourself.”
~ John C. Maxwell*

6. Be Flexible

*“When change happens, some **thrive** and some take a **dive**.” ~ Mack Story*

- a. High impact players **intentionally grow** through change. In simple terms, they **shine**.
- b. Low impact players **angrily go** through change. In simple terms, they **whine**.
- c. If you want to be seen as a high impact game changer, choose to **embrace**, **support**, **leverage**, and even **lead** change if you’re truly serious about climbing to the next level and beyond.
- d. Those who **help** move the team and the organization forward are the most **valuable** players on the team.

*“Facing **reality** can be painful and difficult,
but the **consequences** of not confronting it are always far worse.” ~ Henry Cloud*

7. Be Focused

*“**Winners** concentrate on winning. **Losers** concentrate on getting by.” ~ Truett Cathy*

- a. Are you playing to **win**? Or, are you playing **not to lose**? What’s the difference?
- b. High impact players *are* focused. They walk into the room with **purpose**. Regardless of where they are, they are there for a **reason**. That reason is to make an impact. They are playing **to win**, and they want to be on a team that’s playing to win. These players do far more than is **required** of them.
- c. Low impact players *aren’t* focused. They walk into a room hoping to walk out **without** being assigned a task or being asked to **contribute** to the conversation. They are there because someone told them to be there. They don’t want to be there. They are playing **not to lose**. They’re just happy to have a job. These players do **only** what’s required of them.

*“Minimizing your **distractions** maximizes your **results**.” ~ Mack Story*

8. Be Disciplined

*“Self-Discipline is giving **yourself** a command and **following** through.” ~ Mack Story*

- a. High impact players do **what** they said they would do, **when** they said they would do it, **how** they said they would do it, **because** they said they would do it. Because they have **integrity**, their words matter.
- b. The **greater** the discipline, the **better** the player.
- c. Making a commitment always reveals your **intention**. Whether or not you keep that commitment always reveals your **character**.
- d. When you keep commitments, you build **trust**. When you break commitments, you create **distrust**.

*“Today is always the result of **actions** and **decisions** taken yesterday.” ~ Peter Drucker*

9. Be Intentional

*“**Action** today leads to **options** tomorrow.” ~ Mack Story*

- a. Being **disciplined** is about making and keeping commitments to **yourself** and to **others**.
- b. Being **intentional** is about making and keeping commitments related to specific **goals** or **objectives**.
- c. High impact players **help** others make things happen.
- d. Low impact players **watch** others make things happen.

*“Small deeds **done** are better than great deeds **planned**.” ~ Peter Marshall*

10. Be Driven

*“**Purpose** creates **focus**.” ~ Mack Story*

- a. High impact players are driven from the **inside**. **Inspiration** is about what’s happening within, on the inside of us.
- b. Low impact players are driven from the **outside**. **Motivation** is about what’s happening on the outside of us, what others are trying to get us to do.
- c. Ria Story had this to say about being driven, *“I once thought you had to ‘be somebody’ to make a difference. A celebrity, a famous person, or Mother Teresa. But in truth, those who change the **world** start by changing **themselves**. You begin by becoming a person who **CAN** influence others in a positive way. And then, you become a person who is **WILLING TO** influence others in a positive way. You have the **opportunity** to **make an impact** and a **difference** right **where you are**.”*

*“**Success** comes to those who **hustle** while they **wait**.” ~ Thomas Edison*

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