

Leadership

Think about your best boss. List below characteristics you seek to embody in your management style.

REMEMBER

- ✓ A good manager is in the people business
- ✓ Have a plan for the most common needs
- ✓ Help your team grow
- ✓ Manage strategy, not just results

Sometimes the traits that made us successful as a rep aren't the same ones that will help us be successful at management. Capture activities you plan to start and stop in the space below.



Activities To Start Doing



Activities To Stop
