



WORLD'S
BEST
BOSS

Coaching Your Leader Self-Assessment

Statement	Yes	No
I'm aware of my leader's expectations of me and in turn, I've articulated to my leader my expectations of him/her.		
I regularly inform my leader of what I'm working on, and vice versa.		
I do everything humanly possible to eliminate surprises to my leader, both good and bad surprises.		
My leader and I deal with strategy disagreements as they arise. We name the discomfort, point to it, and solve it collaboratively.		
My relationship with my leader is characterized by trust and reliability.		
I understand my leader's priorities and pressures.		



Coaching Your Leader to Fundraising Success

Nonprofit Day 2019

October 29, 2019

Erie, PA

The Nonprofit Partnership

Scott Koskoski

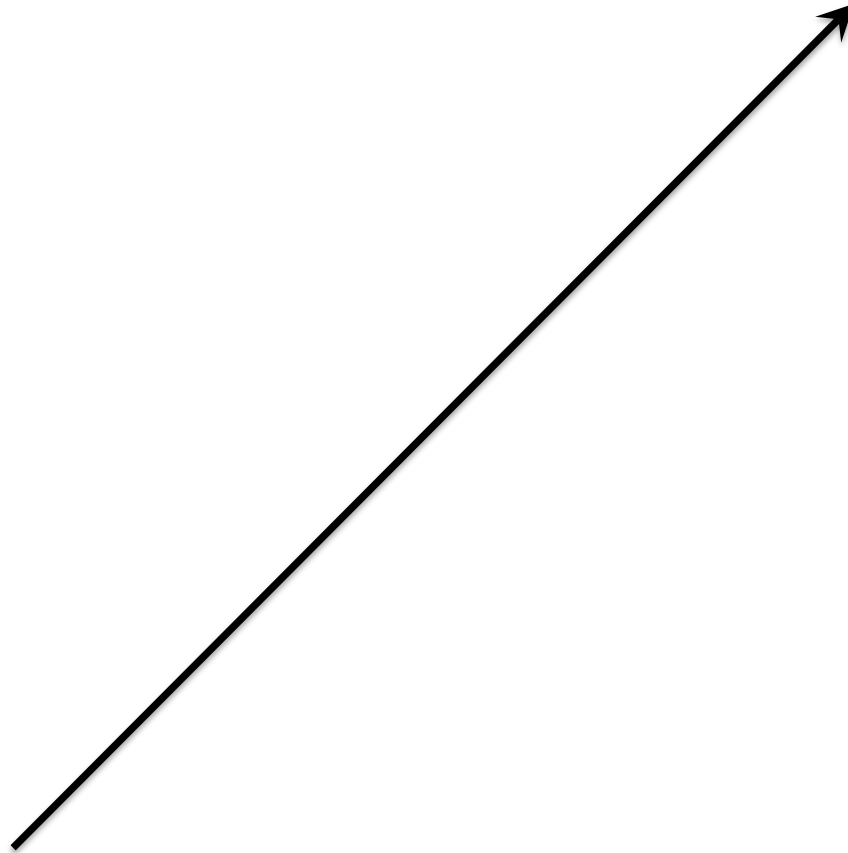


**Insights
About
Most
Leaders**

**Strong Egos
Under Pressure
Strengths
Weaknesses**

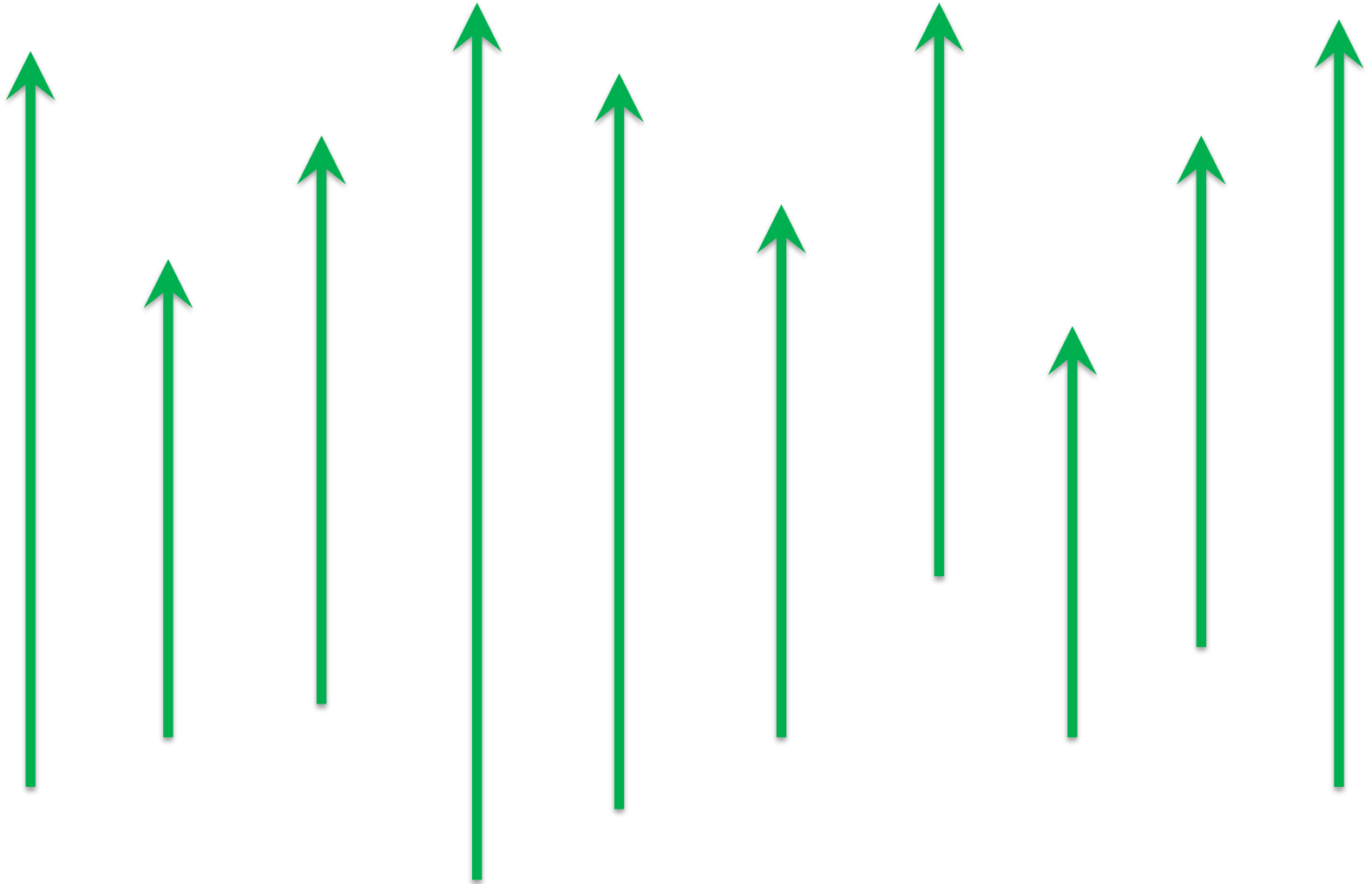
They Are Human!

Will Not Get You There



What Got You Here

10 Tips To Win With Your Leader



Be Self Aware

- Know Yourself (P&EI)
- Share Who You Are
- Be Vulnerable



You Can Only Control So Much



- Reactive vs. Creative
- Tools Are Essential
(5X15; 6X6; Need To Know)

Be “Leader Aware”

- Incredibly Busy
- 1,000 Critics
- Trust & Respect
- Loyalty To Mission

Demonstrate Energy

- 
- Be A Doer
 - First In / First Out
 - Joy Multiplier
 - Practice Self-Care

Celebrate Success



Spread The Credit


Protect Their Time

- Create Weekly Must List (5)

- Explain Why Important

★ Remember: Your Leader Can Do More!


Build Trust

- 
- Do What You Say
 - Anticipate Information Needs
 - No Surprises: Good / Bad

Be Ambitious

- Be Best At Your Current Job
- Demonstrate Personal Growth
- Ask For Opportunities

Devour Feedback

- 
- Blue Angel 4 Steps
 - Ask For It
 - Seek Permission to Give It

Produce Results!



Thank You!

Let's Talk More.

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