# Coaching Your Leader Self-Assessment

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

Nonprofit Day 2019

October 29, 2019
Erie, PA
The Nonprofit Partnership

Scott Koskoski
Strong Egos
Under Pressure
Strengths
Weaknesses

They Are Human!
What Got You Here

Will Not Get You There
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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