



## Helping Other People Succeed

*The most effective leaders attract the best workforce*

*The 7 Habits of Highly Effective People: Part 2*

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Jeff Call

Focus & Execute

Thursday, Sept. 23, 2025

10:30 – 12 noon

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## Notes shared with Peggy for Fall

- The best leaders in this profession ask the question: What do you need and how can I help? This session will help you help other people succeed.
- In this session you will learn Habits 4, 5, 6, and 7 of The 7 Habits of Highly Effective People. These leadership skills--habits--will help you:
  - \* Build relationships
  - \* Clarify expectations
  - \* Have difficult conversations
  - \* Help those you lead succeed
  - \* Listen to understand so others will feel understood
  - \* Set goals
- Even if you are not in a leadership position, this session will help you be a more effective person in all your relationships.
- This session is a continuation of leadership training Jeff did with NDLTCA leaders in May and July. Therefore, we will have the opportunity to share results of previous training and goal setting.
  1. Learn habits--leadership skills--that will help you help other other people succeed.
  2. Build relationships of trust
  3. Apply these leadership skills as you set goals and share those goals with others.

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- **Topic: Helping Other People Succeed**
  - *Question: What do you need and how can I help?*
- **Context: This session is a part of a leadership series that includes:**
  - **Spring Conference:** *The 7 Habits of Highly Effective People (Habits 1-3)*
  - **Administrators Conference:** *Building a Leadership Culture*
  - **Fall Conference:** *Helping Other People Succeed (Habits 4-7)*
- **What you can expect. Learn personal and leadership skills:**
  - Build relationships
  - Clarify expectations
  - Have difficult conversations
  - Help those you lead succeed
  - Listen to understand so others will feel understood
  - Set and achieve Goals

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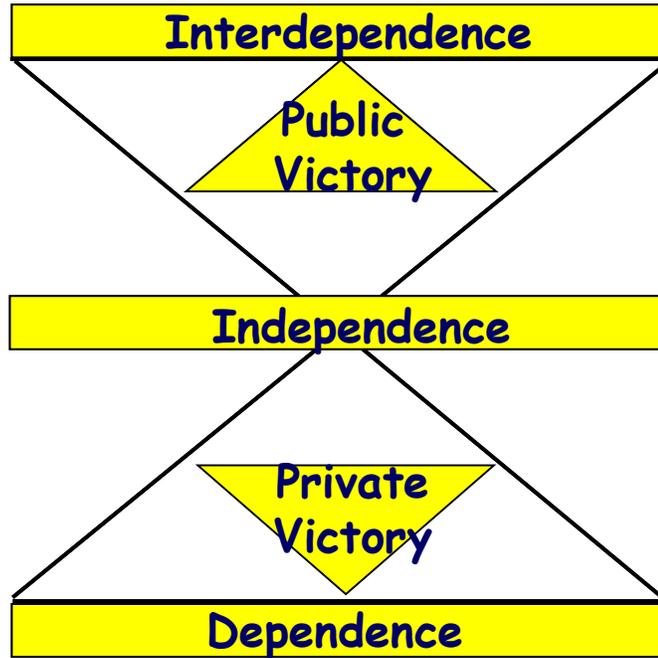


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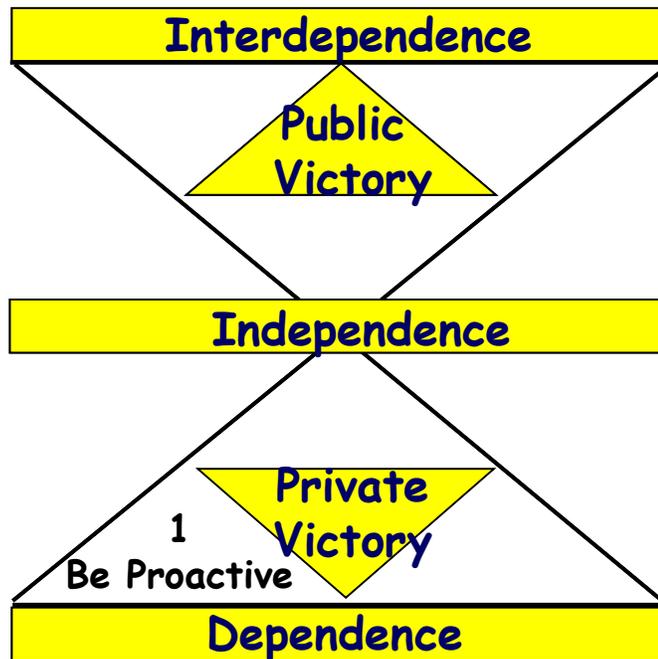


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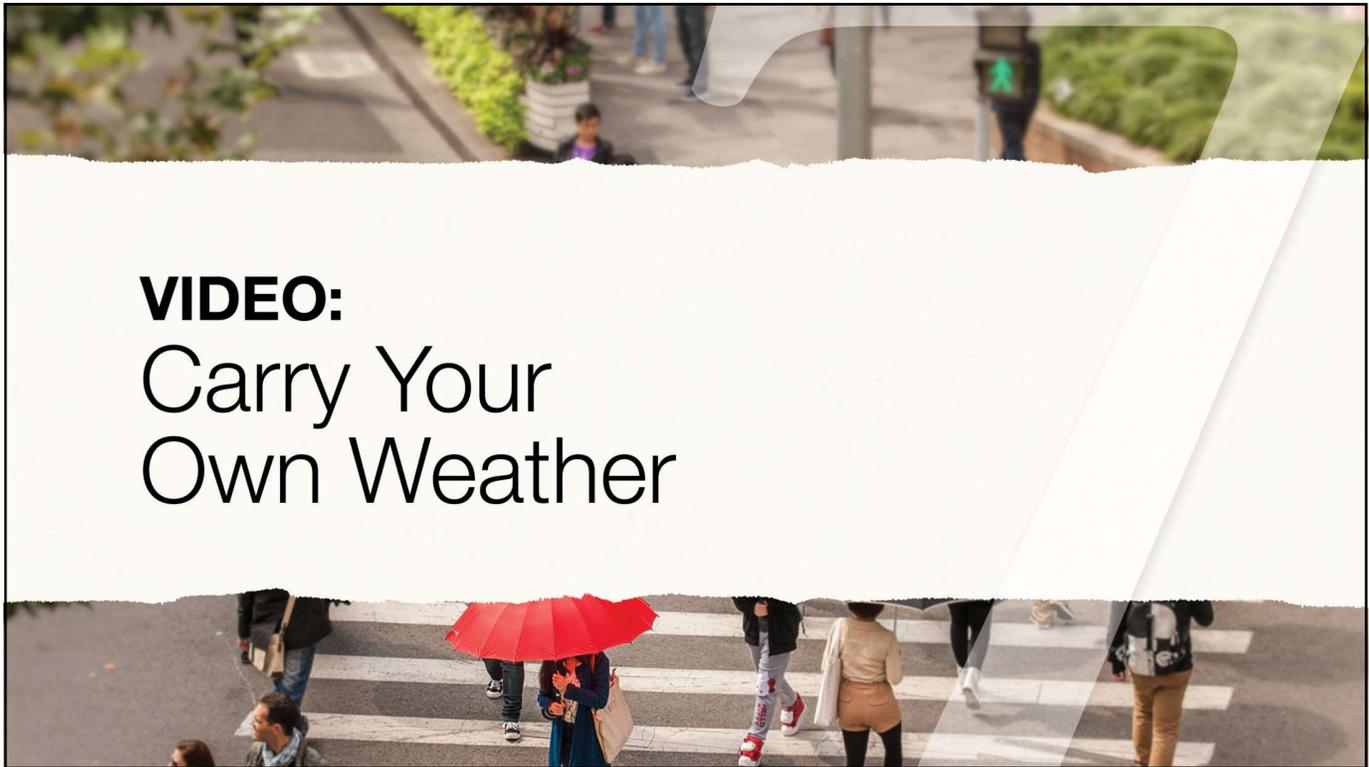
**Maturity  
Continuum**



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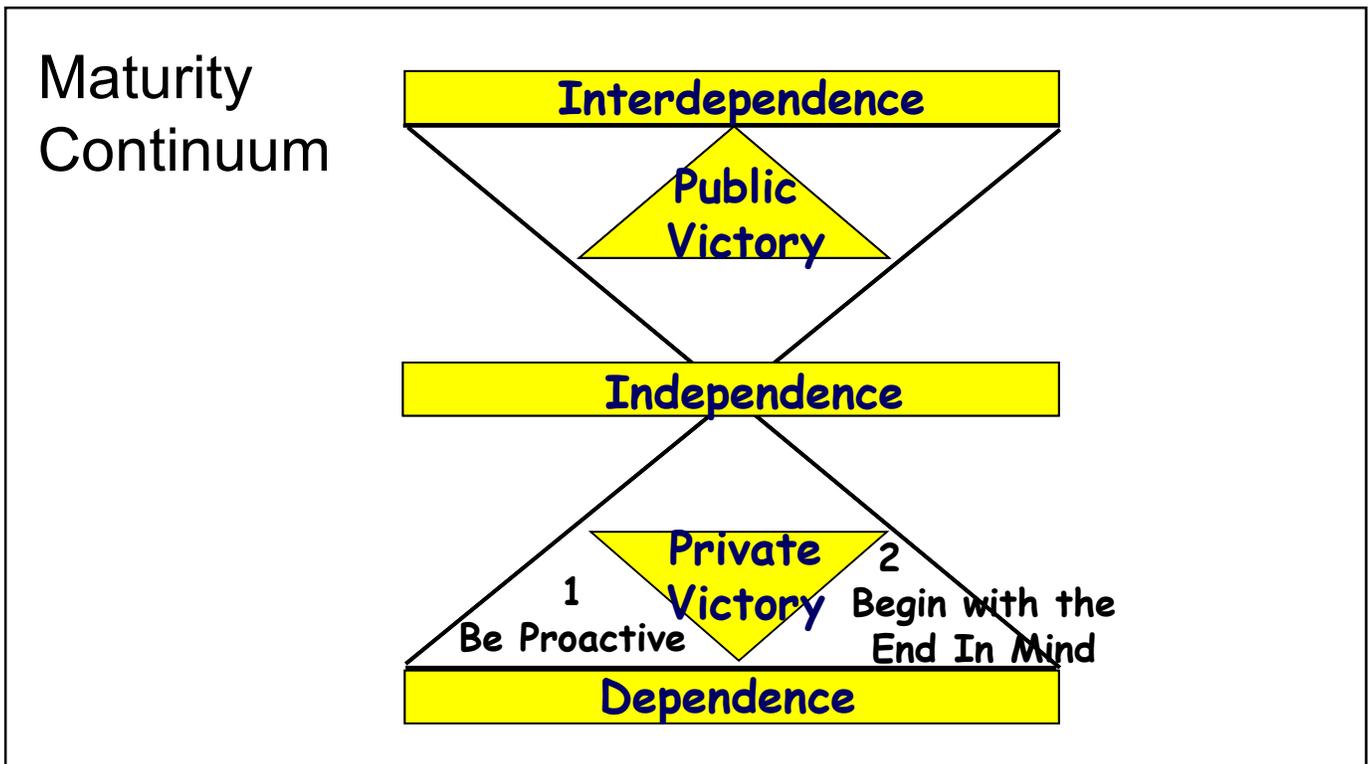


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**VIDEO:**  
Carry Your  
Own Weather

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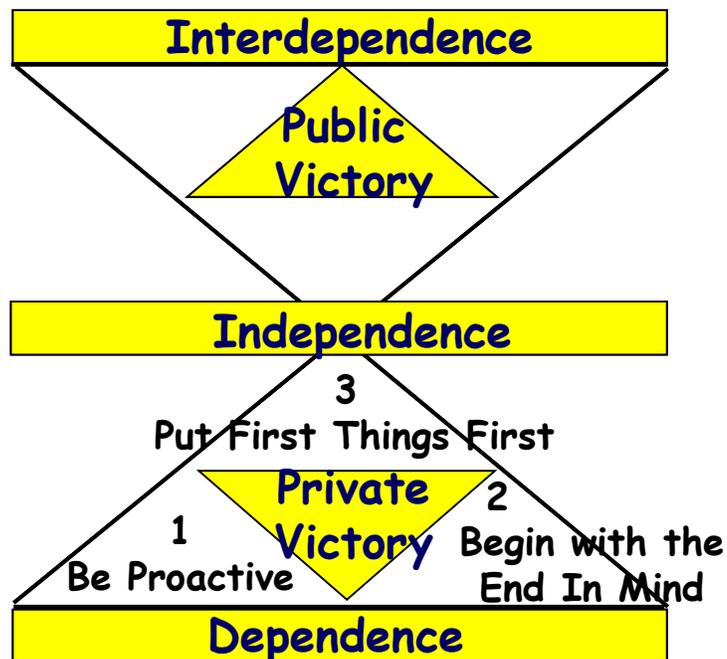
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## Mission Statement Exercise

- Write a "draft" mission statement

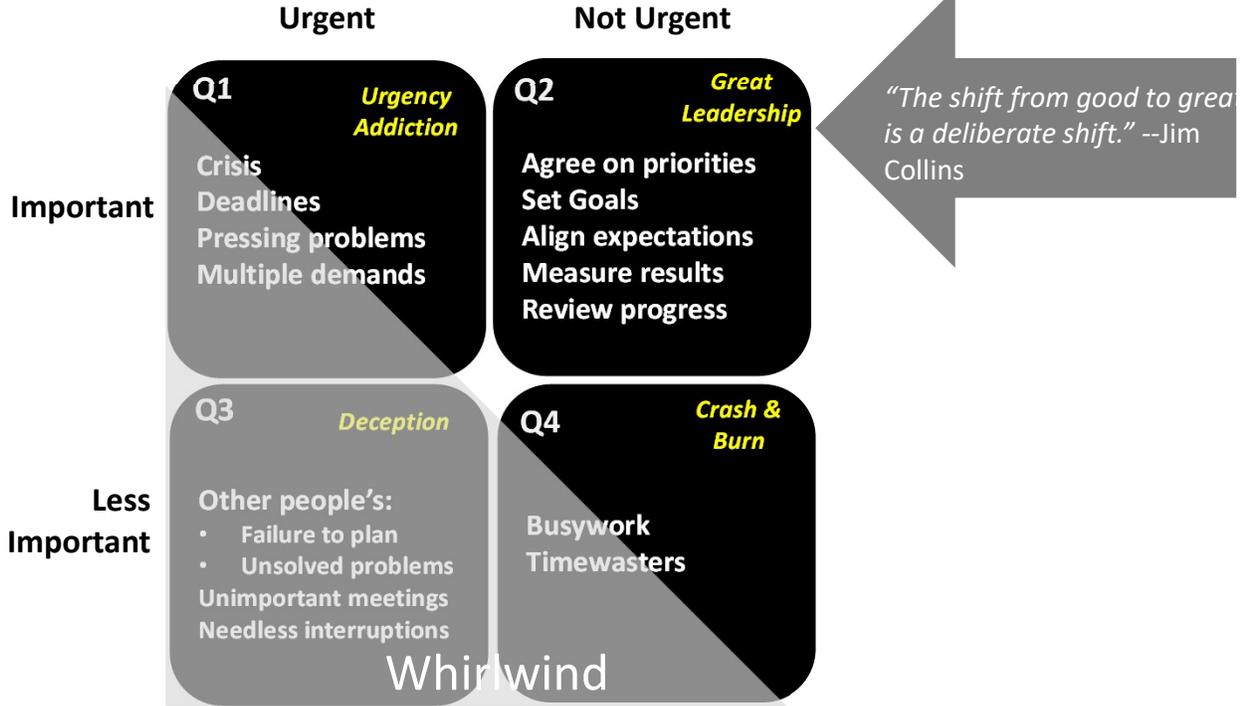
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Maturity  
Continuum



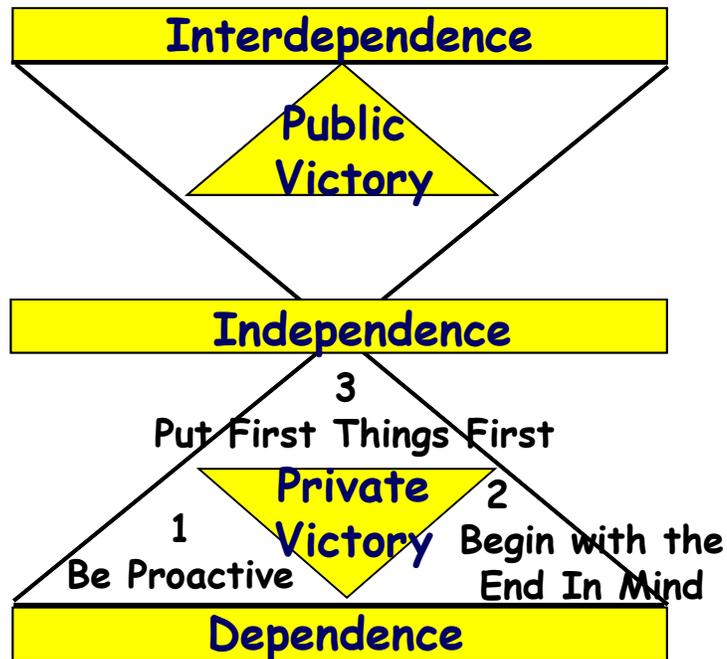
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# Time Matrix



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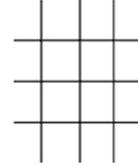
# Maturity Continuum



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## Win As Much As You Can

- **Name of Game:** Win As Much As You Can
- **Objective:** Win As Much As You Can
- **How to play:**
  - 2 people per team
  - Take turns
  - One of you is "X" and the other is "O"
  - On a piece of paper, make a grid with 3 lines vertical and 3 lines horizontal.
  - Try to get as many X's or O's as you can in a row or column or diagonally.
  - This is not Tic-Tac-Toe.
  - 4 in a row/column/diagonal = 4 points
  - 3 in a row/column/diagonal = 3 points
  - Use as many pieces of paper as you need for additional grids and therefore additional games.
  - I will give you a few minutes. Play as many games as you can to get a many points as you can.

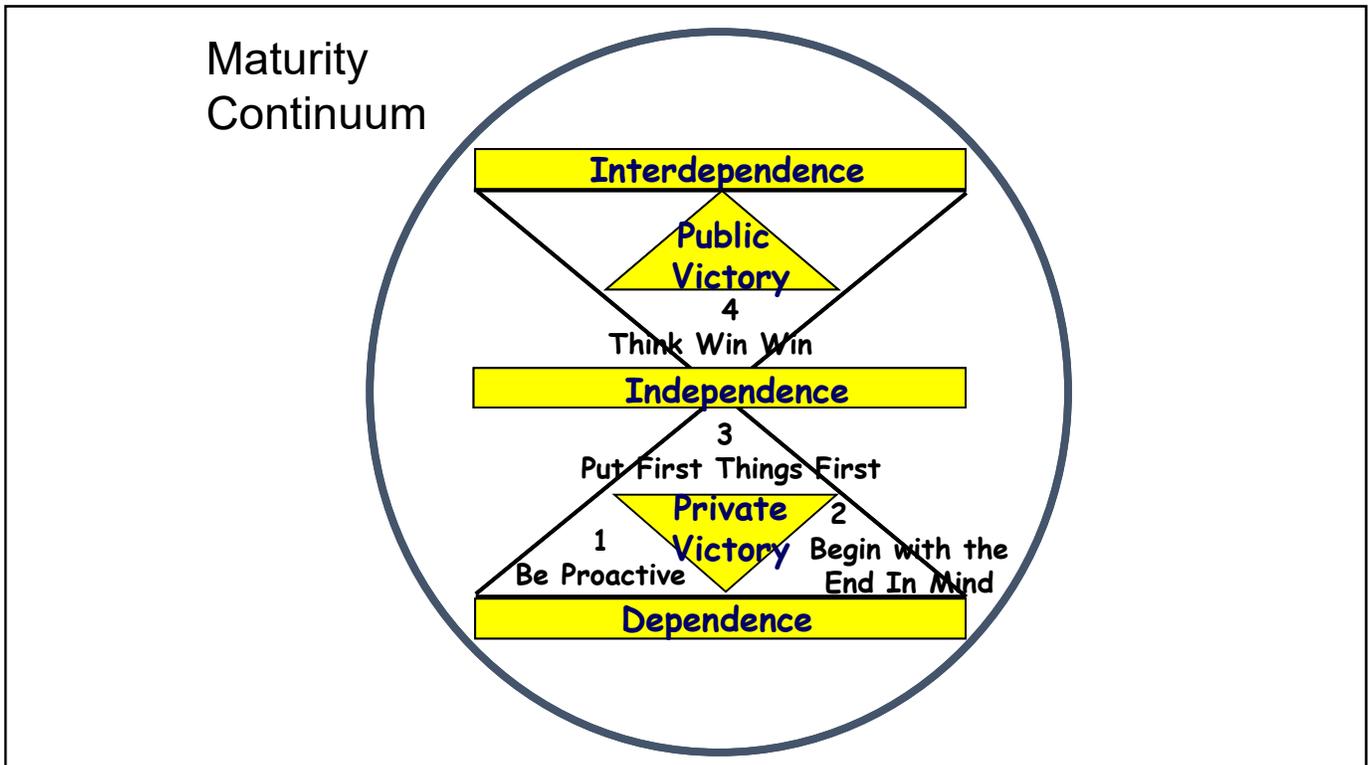


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## Win As Much . . . Debrief

- What did you learn?
- Who is "you"? How did you define "you"?
- Did you play it like TTT?

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- What is the name of Habit 4?
- How many people does it take to “think win win?”
- Who is responsible to “think win win?”
- What if other people don’t think win win?

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## Think Win-Win, 6 Paradigms

1. Win-Win
2. Win-Lose
3. Lose-Win
4. Lose-Lose
5. Win
6. Win-Win or No Deal

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## Win Win Agreement

- Desired Results
- Resources
- Accountability

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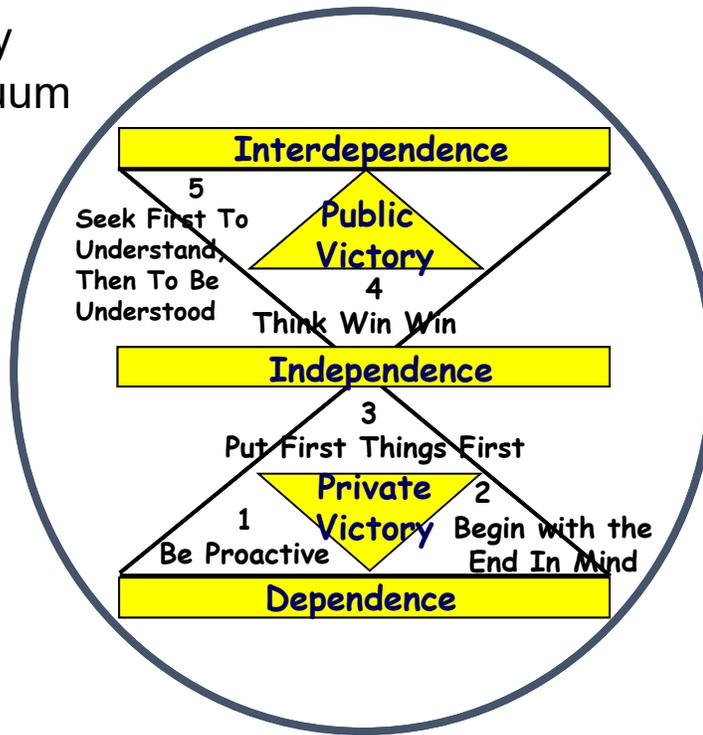


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## Diagnose before Rx

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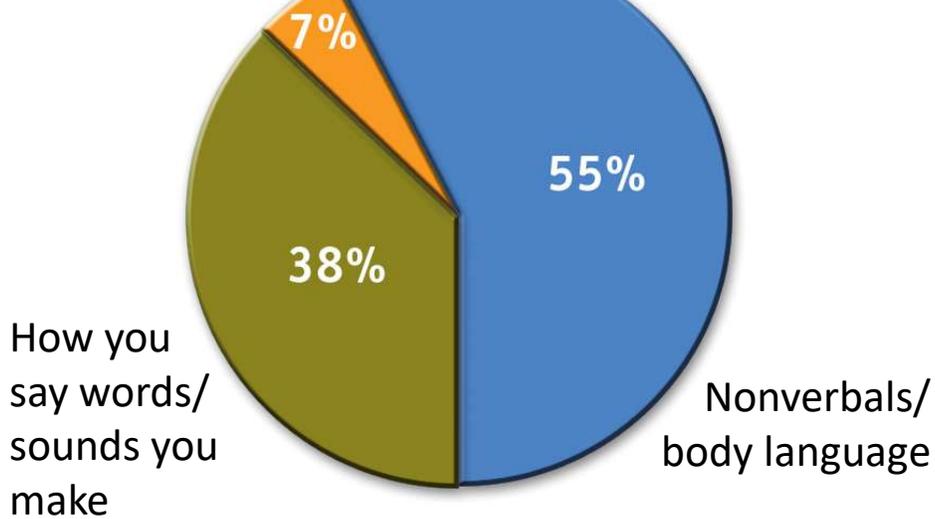
Maturity Continuum



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How We Communicate

Words you use



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**VIDEO:**  
Autobiographical  
Responses



5.18 © FranklinCovey

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**VIDEO:**  
Empathic Listening

Listen for empathic listening responses

What is the impact on her son?



5.25 © FranklinCovey

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***The basic skill of empathic listening is helping the speaker feel understood:***

- Repeat, verbatim, what was said
- Rephrase content
- Reflect feelings
- Rephrase content and reflect feelings
- Discern when not necessary or appropriate

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- When the interaction has a strong emotional component
- When the relationship is strained or trust is low
- When we are not sure we understand
- When we are not sure the other person feels understood

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## Empathic Listening Exercise

After being asked not to stay out so late at night, your 16-year-old says to you:

“This is my life, and I can do whatever I want!”

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**VIDEO:**  
It's Not About the Nail

5.53 © FranklinCovey.

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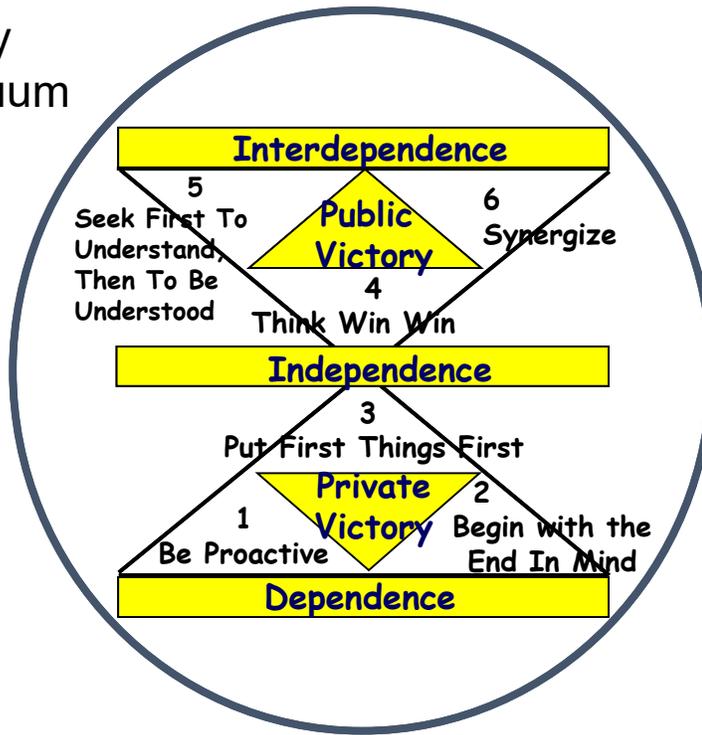


**HABIT 6**  
**Synergize®**  
*The Habit of Creative Cooperation*

6.1 © FranklinCovey.

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### Maturity Continuum

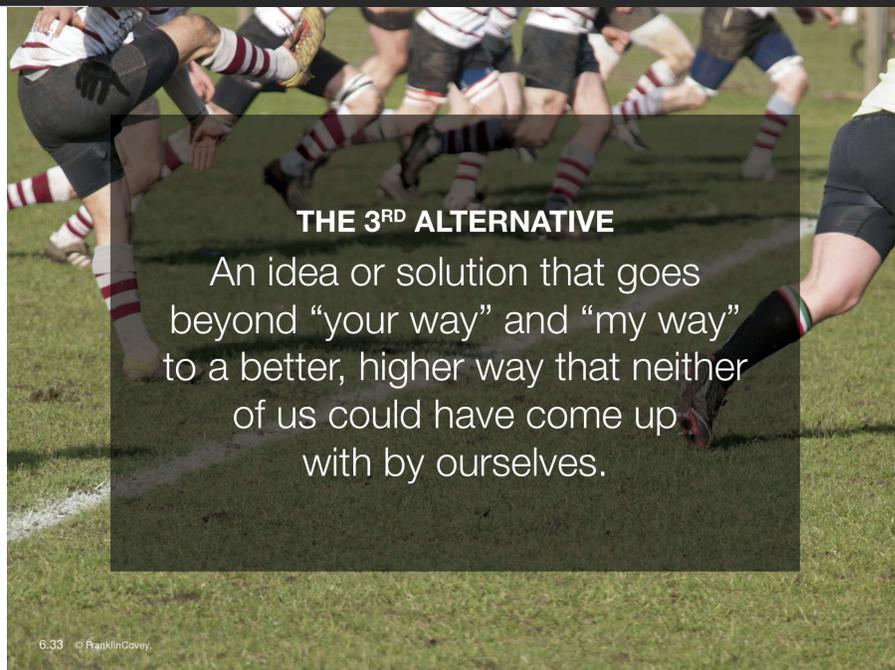


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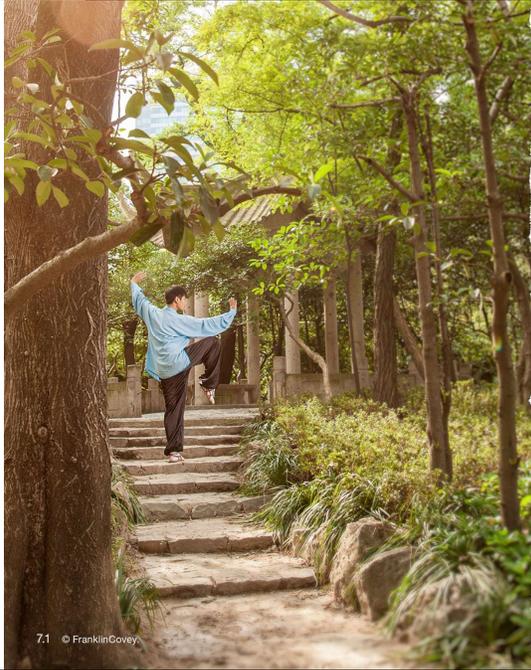
## Synergy Question

*“Would you be willing to discuss this issue until we come up with a solution that is good for both of us?”*

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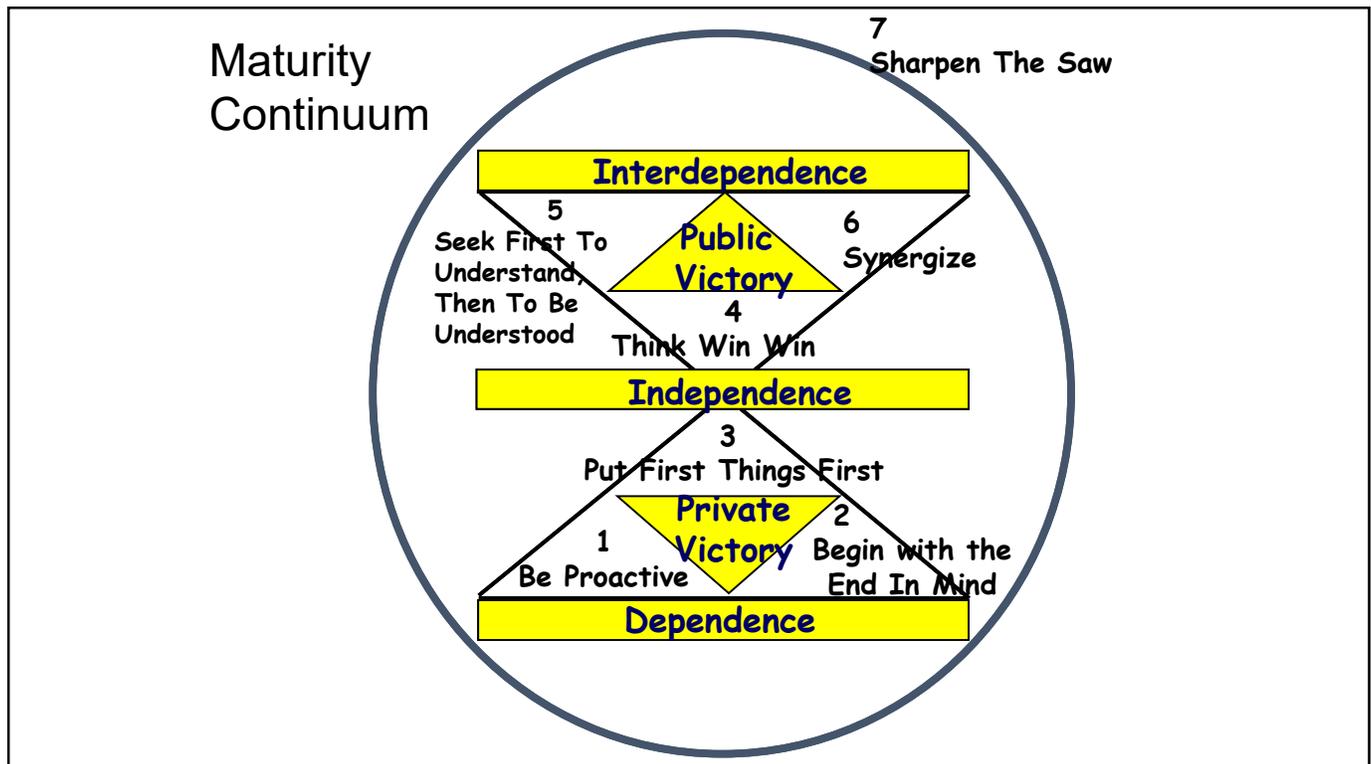
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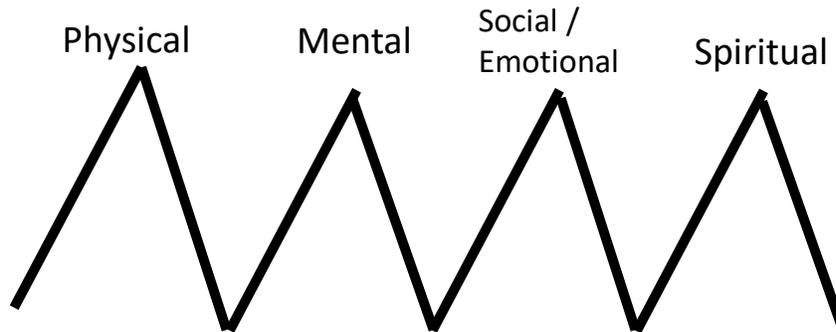
**HABIT 7**  
**Sharpen the Saw®**  
*The Habit of Daily Self-Renewal*

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## Habit 7: Sharpen the Saw



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### • Examples of Goal Setting

- Some of you attended the Administrators Conference and were invited to create Goals
- Let's review some of those Goals.

### • Individually:

- Based on what you have learned from the 7 Habits .
- ..
- Set 1 or 2 goals—personal or work related

### • In Groups of 3:

- Share at least 1 of your goals with others in your group

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# 3-Person Teach



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# Invitation

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