

Growth Through Solid Leadership Skills

AVP Advice – April, 2019

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Leadership is about the people on your team, and their ability to help grow your organization.

When we identify and support leaders, there is great opportunity for organizations to succeed through trust, motivation, initiative, and the promotion of ethical behavior. Without great leaders, we fail to grow.

General Colin Powell put it best when he said, “Leadership is all about people. It’s not about organizations. It’s not about plans. It’s not about strategies. It’s all about people motivating people to get the job done.”

ABM Franchising Group believes each of our franchises have leadership potential at all levels – not just in a small group at the top of the organizational chart. Instead, we should understand that skilled leaders exist throughout the company and should be further developed.

ABM Franchising Group made 2019 a year to focus on leadership development. TEGG contractors have new opportunities to provide training, tools, and resources to their staff as they develop leaders in their organizations and identify leadership traits of every employee. Every TEGG contractor should make leadership development a key priority in growing their organization.

To help with your leadership initiatives, we have made several enhancements to the ABM Franchising Group [Leadership Series](#). I challenge you to take advantage of these opportunities to further develop the leadership skills of your team, and as a result, to strengthen your organization.

The ABM Franchising Group Leadership Series consists of the following:

- **Leadership I** is a two-day training is based on the Sitkin-Lind Six Domains of Leadership, developed at Duke University. This course reviews the six traits that every leader should develop, and how to immediately implement each one.
- **Battle Staff Rides** are field-based experiences that take a unique look at leadership through military history. Over several days, participants analyze real examples of leadership and battlefield decision making of commanders, particularly in times of extreme change and crisis. Lessons are tied directly to the Sitkin-Lind Six Domains of Leadership, and participants create personal action plans to improve their leadership skills. The 2019 Battle Staff Rides include Gettysburg, West Point/Hudson Valley, and “The Dark Side of Leadership” in Germany.
- **Individualized Leadership Opportunities** are provided to participants who have completed both Leadership I and Leadership II (Battle Staff Ride). These personalized, one-on-one Leadership Coaching sessions are key to implementing new skills and driving personal growth.
- **Customized Leadership Opportunities** are available to TEGG franchises. These provide franchises an opportunity to host individualized, on-site Leadership I or Battle Staff Ride courses developed solely for their staff. These are unique events for entire teams to participate together in a leadership development experience close to home.

I look forward to working with you and your TEGG team as you continually identify and grow the leaders in your organization.

Please feel free to reach out to your AVP for additional information.



“If your actions inspire others to dream more, learn more, do more, then you are a leader.”
John Quincy Adams
