

# COACHING FOR RESULTS

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## SPIRIT - IN BUSINESS??

I suppose I was like most leaders who “fell” into the position. I became skilled at sales, proficient as a manager and finally became the Managing Director of over 40 offices and around 300 people. I realised that skill development and product knowledge were important to growth and subsequently invested a lot of time and money into training programs, both internal and external.

I was also taught that physical health was important for optimum performance and I even made it compulsory at one time that all executives join the local gym for the 6.00am sessions, three days a week. If you had mentioned emotional growth to me twelve years ago, I probably would have given you the response that I still sometimes get today, ie. “We don’t talk about that stuff at work”!



### LEADING IS GIVING

Mention “spirit or spirituality” and I probably would have thrown you out the door.

Yet, as I pursued more and more material “things” in my search to find happiness, peace and joy, I realised that *the more I had, the less I had!*

### **IF YOU DON'T GO WITHIN YOU GO WITHOUT!**

Even after losing hundreds of thousands of \$\$\$s in the recession of the late eighties and early nineties, I still didn’t get the message. It took a broken relationship and almost the loss of a child to take the focus off me and on to where it always should have been.

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before, it is usually through



only one of two things that we choose to change, *Inspiration or Desperation*. Today, through the experiences I have had, the learning I have been given and the forty ton trucks I have hit, I have realised without spirituality or spirit, it’s like pushing a heavy boulder up the hill, it’s a burden and it’s hard work.

**SO WHO INTRODUCES THIS TO YOUR ORGANISATION? YOU DO!**

### **EVERY ORGANISATION IS A DIRECT REFLECTION OF THE LENGTH AND BREADTH OF THE SHADOW OF THE LEADER.**

Many leaders now realise the importance of emotional growth within their organisation and amongst their people, and certainly the introduction of that third emotional quadrant in to business

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over the last ten years has had an impact.

But the introduction of the fourth quadrant is what excites me, **because spirit led leadership is about giving, a gift of oneself.**

The essence of leadership is not giving things or even providing visions. It is offering oneself and *one's spirit*.

**The most important thing about a gift is the spirit behind it.**

Every organisation is a family, whether caring or dysfunctional – caring begins with knowing about others – it requires listening, understanding and accepting. It progresses through a deepening sense of appreciation, respect and reverence.

**Reverance is a willingness to reach out and open one's heart.** An open heart is **vulnerable**, and this is what scares most leaders.

Many leaders feel that they can't be totally honest about who they are and how and what they are. They prefer to wear their "cloak" to work and go home to be real. They can't give or receive love to those around them, especially at work.

There is a giant vacuum of love in most organisations, yet given a choice most people would prefer to work in a heart felt, spirit connected organisation.

**When leaders listen to and follow their hearts,**

**others rise to great heights.**

The big question that leaders ask me is "well how do we start to implement this into our organisation"? The answer to this is you have to experience it first, before you can implement it.

This is the reason we have re-established our BEG (Business Empowerment Program) Sunday night July 15th – Tuesday afternoon July 17<sup>th</sup> at Deakin University in Geelong.

Some of the principles of the Spirit led leader we will cover include: the leader as

- Sense Maker
- Moral Architect
- Values Steward
- Servant
- Guide
- Whole maker
- Visioneer
- Warrior

If you would like further information about this program please contact us.

*"The by product is that you will be networking with other business leaders not only for future business, but to help you along the rocky road of leadership in your business and your family!"*

Ross Foreman  
Bayleys NZ.

### **NEXT LEADERSHIP BREAKFAST**

"Passion and leadership: why they go together"! Charles Kovess, LL.B (Hons), LL.M, CSP.

Helen Keller said, "life is either a daring adventure or nothing"! Charles Kovess passionately believes this to be true, and has taken risks to follow his passion throughout life. He practiced law for 20 years then tossed it all in 8 years ago to become a professional speaker and facilitator.

Charles has written two books; *Passionate People Produce* and *Passionate Performance*, and has educated business leaders around the country.

You will hear Charles at our next breakfast at the Hilton on the Park – giving you some fascinating perspectives and insights into leadership, health, and balance. How to take risks, giving you quantum leaps in your leadership.

#### **Breakfast**

Thursday 26<sup>th</sup> July, Hilton on the Park, Wellington Pde, East Melbourne.

7.15am – 8.55am.

Investment - \$50

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