

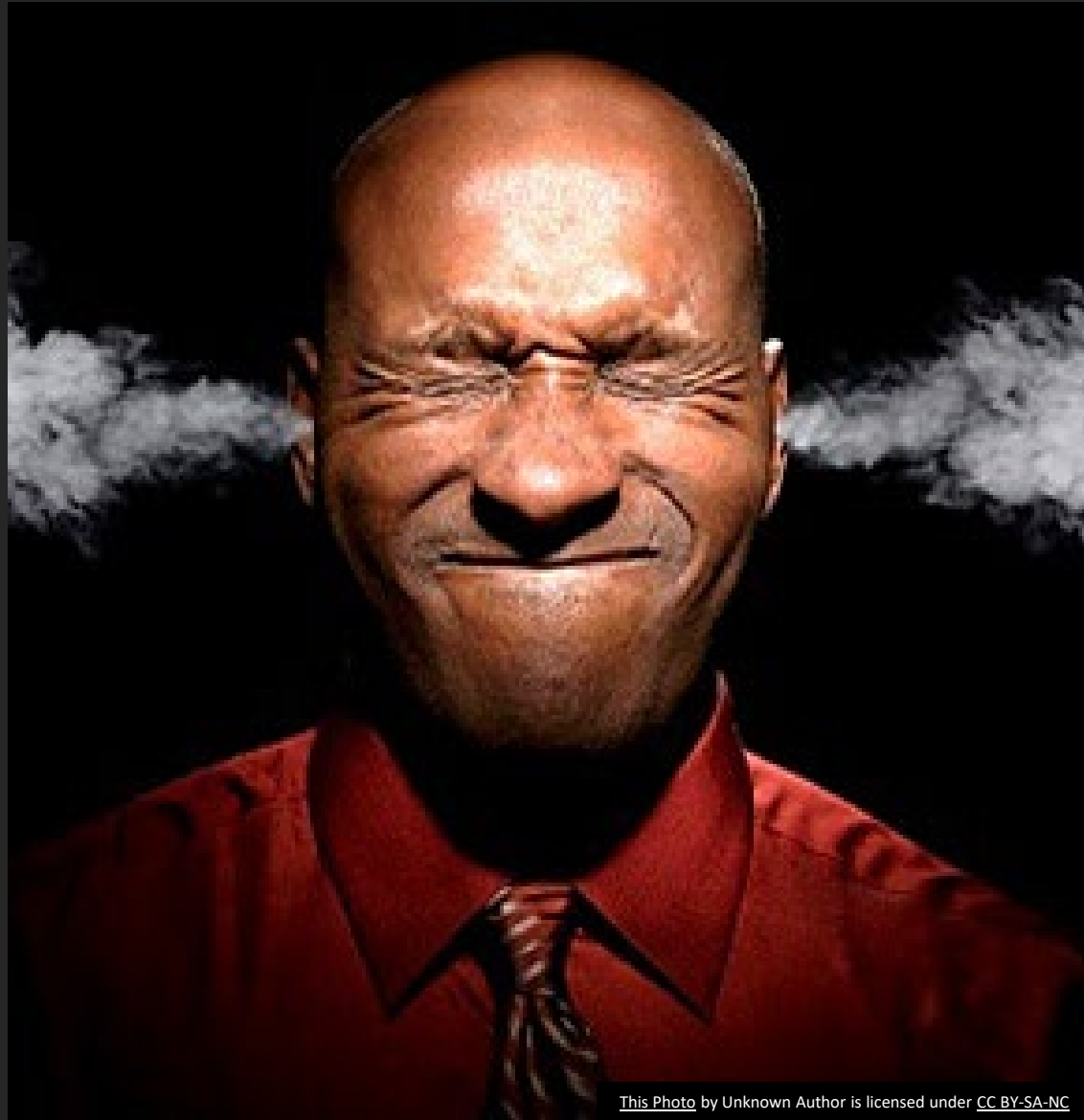
LEADERSHIP

Arkansas Government Finance Officers Association

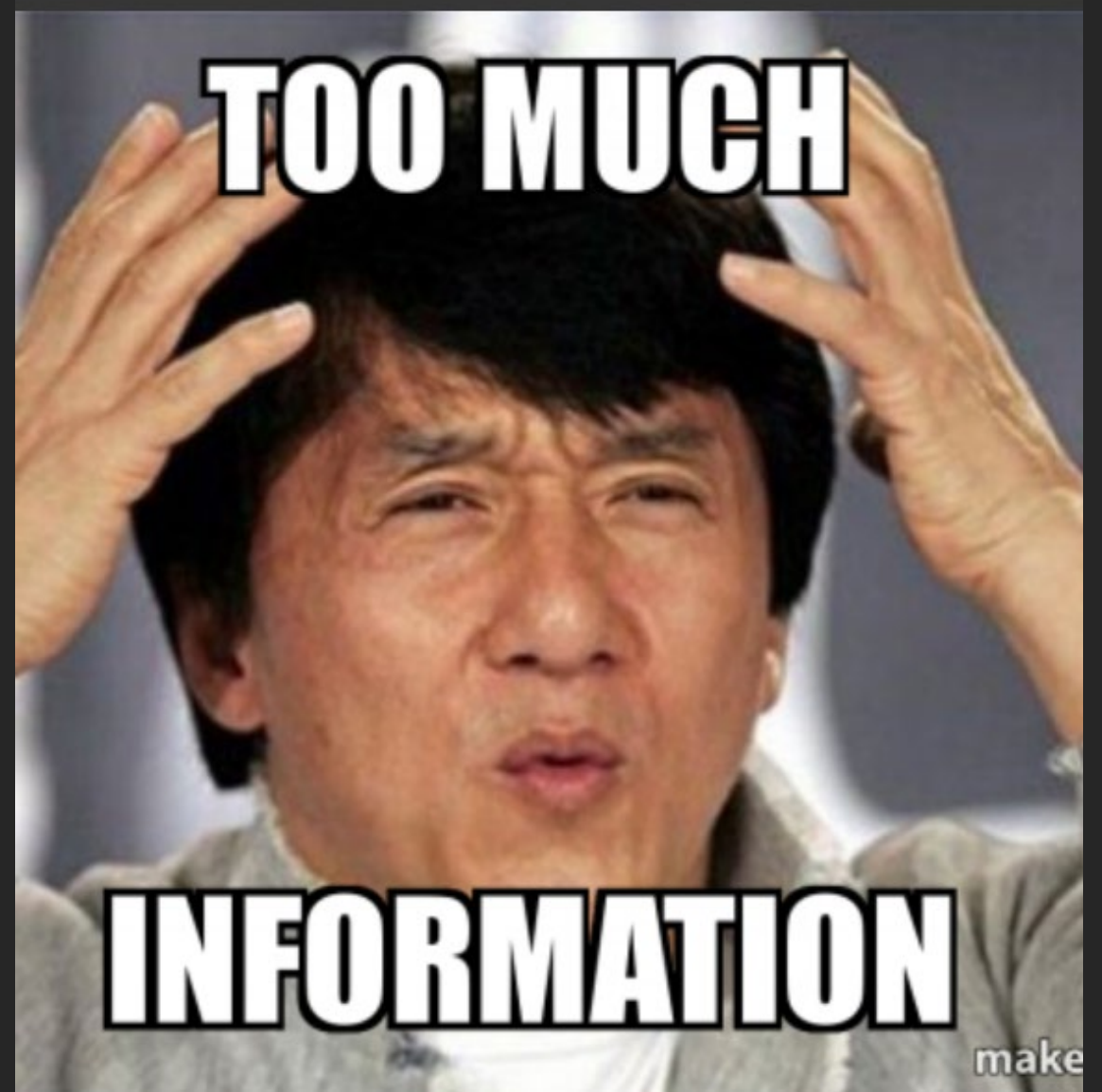
*Friday, July 29, 2022
Jonesboro, Arkansas*

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“Leadership is a responsibility. It’s not about being in charge. It’s about taking care of those in your charge.”



***Leadership is not easy.
If it were, everyone would be a leader.***

Every day, you must...

Lead YOURSELF.

Communicate **WHERE** you and your team are going, **WHY** you're going there, and **HOW** to help your team to get there.

WORK SMARTER AND HARDER than the members of your team, meaning you **GIVE MORE THAN YOU RECEIVE.**



How do you accomplish self leadership?

Communicate the WHERE, WHY and HOW?

Give more than you receive?



Know Your Energy Profile



I'm so busy, I can't keep up, Things are Crazy!



Recognize your energy drains and fillers.

- You start the day with energy in your tank.
- Throughout the day you constantly fill up or drain away that energy.



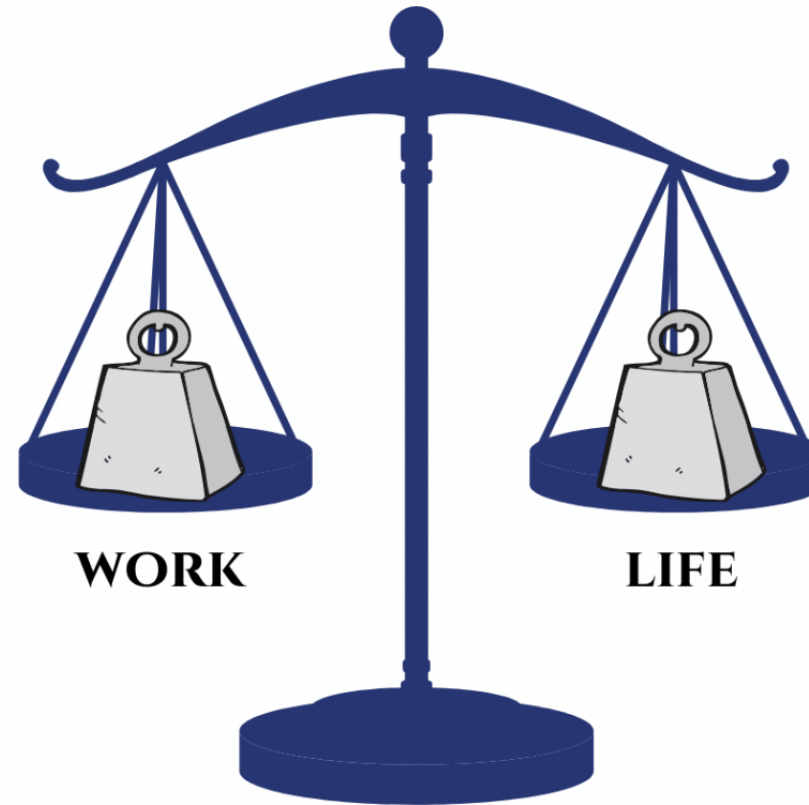
Coordinate your energy for your day

- Use what you know about your energy fillers, energy drains and your energy profile to coordinate your energy and your day.



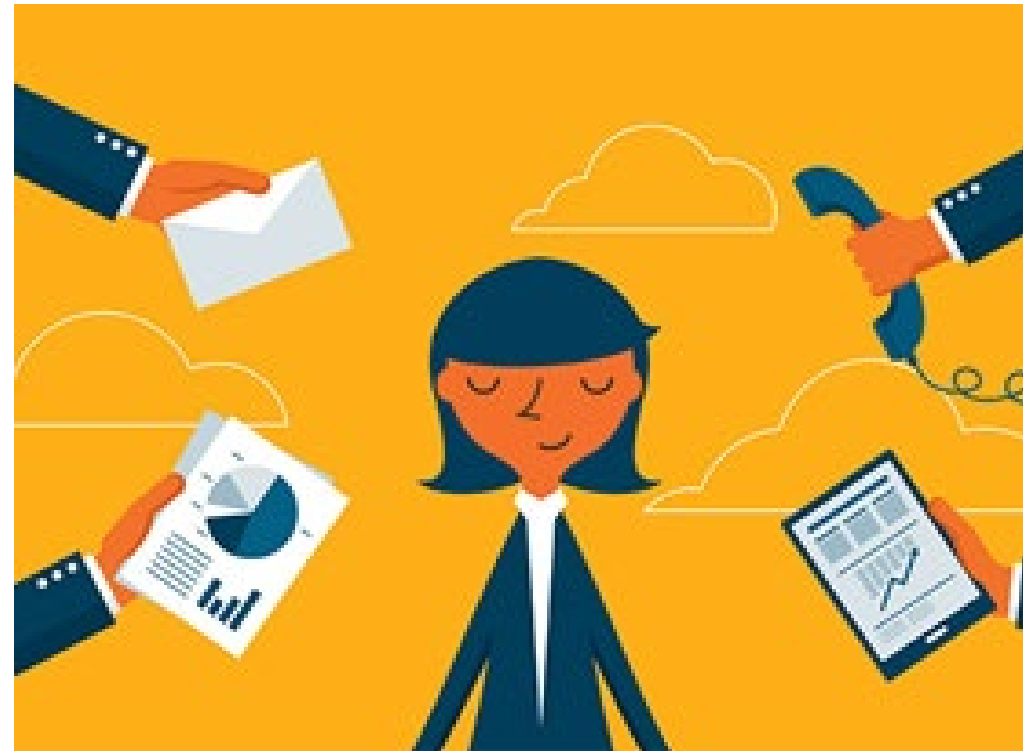
Balance the BIG Picture

- Even when you become proficient at balancing your daily energy, there is the week, the month, the year to consider.



Be aware of your energy profile and your energy drains and fillers.

- Try to balance each day, week, month, and year.
- This allows you to be in a better mind frame for you to be a leader.



Communicating for Power or Influence



Communicating for Power

What do you think of when you hear the word “Power?”

- Authority
- Position
- Title
- Organizational Stress
- Secondary Thoughts of:
 - Fear
 - Intimidation
 - Control
 - Power struggles
 - Abuses of Power



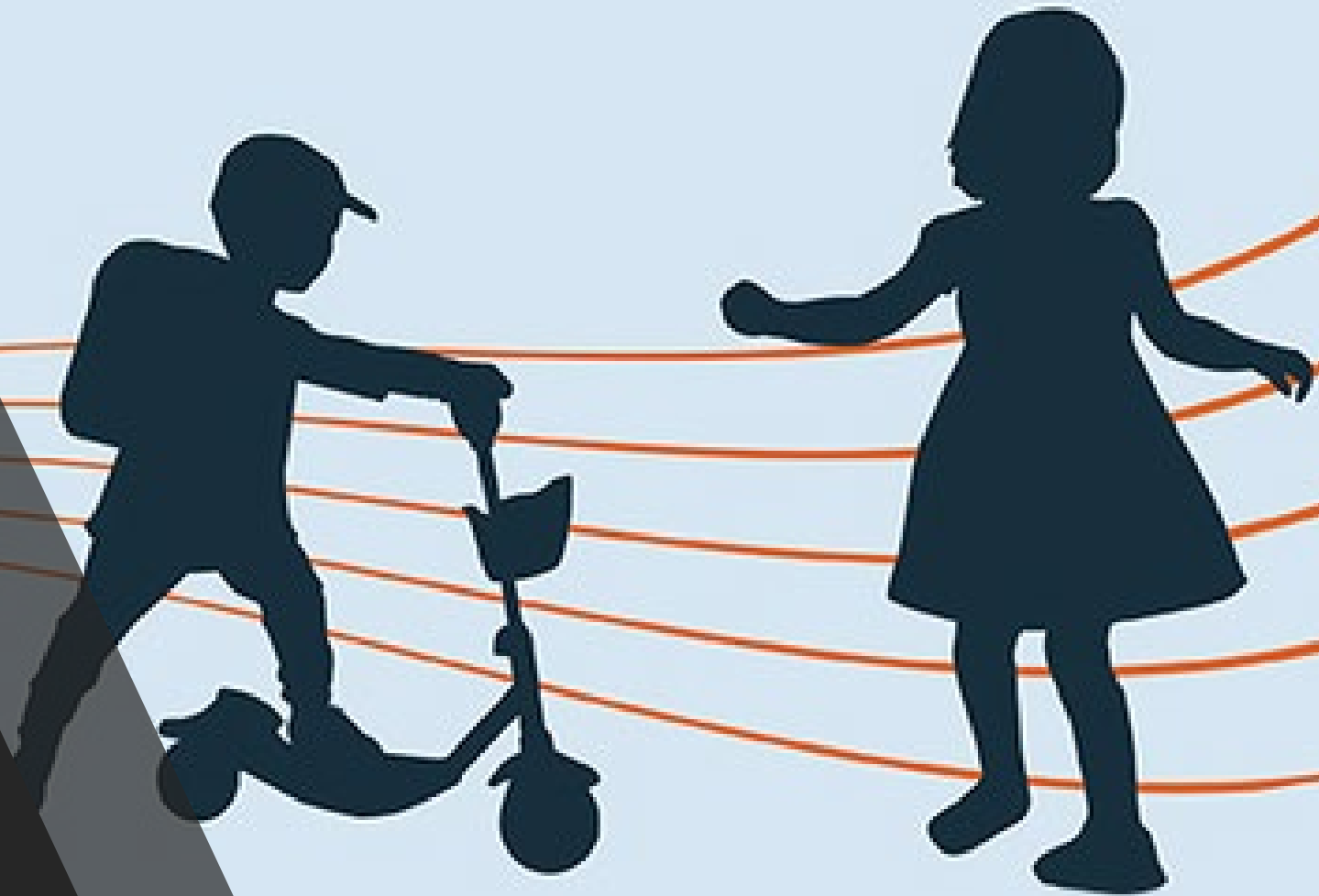
Communicating for Influence

What do you think of when you hear the word “Influence?”

- Ability to make an impact
- Community
- More effective
- Spreading your impact
- Positive communication



Who
Influenced You
Growing Up?



Growing Up—Who Influenced You?



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- Parents—Primary Influence For Most
- Grandparents
- Guardians
- Teachers
- Coaches
- Mentors



Who Created an Impact on Our Beliefs and Behaviors?

- If a person has a good experience growing up, he or she developed a deep respect for those who influenced them because influence evokes respect.
- Although influence and power can be synonymous, the two have different impacts on followers.
- Why emphasize the difference between power leaders and influence leaders?



Power vs. Influence

Two very distinct leadership styles

Influence will:

- Have a greater impact on the people you lead
- Impact YOUR status as a leader



Thank you for the excellent work you do in our cities and town of Arkansas!

Your leadership at the local level allows the economic engines of our state to run smoothly.



Concluding with...

“The most powerful leadership tool you have is your own personal example.”

“Leaders don’t force people to follow. They invite them on a journey.”





CONTACT INFORMATION

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