



## The 5 Attributes of Leading from Behind to Instantly Boost Your Consulting Value

### Based upon the teachings of Lao Tzu

*“When the best leader’s work is done the people say, ‘We did it ourselves.’”*

- ◆ Set your “consultant-cap” aside and set others up for **SUCCESS**.
- ◆ Set clear goals, guidelines and **EXPECTATIONS**.
- ◆ **EMPOWER** your client, remove obstacles in their path, challenge them.
- ◆ Give frequent feedback: **TRUST** but verify.
- ◆ Cut them loose! **ALLOW** them to own the successes that follow.

### How will your client feel about this technique?

- ◆ **Protected:** “I do not even know they are here, but I can feel their presence.”
- ◆ **Empowered:** “It is like I have this invisible secret weapon.”
- ◆ **Secure:** “But when we need them, they are there.”

***“We are HEARD...UNDERSTOOD...VALUED. We TRUST them”.***

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