



Mondays with Mike

AULTCARE

The "Yes" Trait

Jamy Bechler, in his book *Building Champions – Success Principles from A to Z*, dedicates a chapter to what he calls the "Yes" trait. The "Yes" trait is not that you say yes to everything and try to please everyone. Rather, it is a trait about being solution-oriented. It is having a can-do attitude. It is the ability to be positive and find ways to get things done. This is accomplished through enthusiasm and positive leadership. Positive leadership is not about ignoring negatives or living in denial. Instead, it is the ability to overcome the negative.

Sheryl Sandburg's quote does a nice job of summarizing the "Yes" trait:

Leadership is about making others better as a result of your presence and making sure that impact lasts in your absence.

People want to be encouraged, empowered, and uplifted. This does not mean fake encouragement. This is the type of encouragement that says, "Together we will continue to fight, scrape, and claw to finish strong and then learn so that we are better in the next situation."

Steve Jobs was famous for inspiring his team to do more, create more, and become more than they ever thought possible. His employees called this his reality distortion field. He was able to distort their reality from pessimistic (some would say realism) to optimism. He did not want to accept the norm.

All we need to do is intentionally seek out ways to help the people around us to do more, create more, and become more than they ever thought possible.

This week and every week, moving forward, let's add something of value to every situation we encounter. Let's get to "Yes" in all ways possible!

Have a great week!

