

# CONTENTS

---

<i>Preface</i>	<i>ix</i>
<b>Introduction to Legacy Leadership</b>	<b>19</b>
What is Legacy?	19
Legacy Leaders	20
Legacy and Influence	21
What is Legacy Leadership?	23
The Five Legacy Practices	25
Being and Doing	26
What is in This Book?	28
Part ONE: Legacy Practices	
Part TWO: Next Steps, Development Guide	
<b>Chapter ONE: Legacy Practice 1</b>	<b>31</b>
<i>    Holding Vision and Values</i>	
Make it Meaningful	38
Integrating Vision	39
Strategic Planning: The Legs of Vision	41
Measurement	43
Living the Values	45
Core Values	46
Integrating Values	48
Developing Potential: The Key to True Legacy	50
Sustaining Systems to Achieve Vision and Values	51
The Bottom Line	54
Reflection, Next Steps	55

Chapter <b>TWO: Legacy Practice 2</b>	<b>57</b>
<i>Creating Collaboration and Innovation</i>	
Creating Innovative and Sound Possibilities	62
The Incubation of Innovation	64
Reviving the Lost Arts of Listening and Questioning	67
No One Has All the Answers	72
Differing Perspectives	75
Thinking in Tomorrows	76
Change is Not a Four-Letter Word	80
The Bottom Line	82
Reflection, Next Steps	83
Chapter <b>THREE: Legacy Practice 3</b>	<b>85</b>
<i>Influencing Inspiration and Leadership</i>	
Building and Maintaining Relationships	95
Keeping it Positive	97
Minimizing the Negatives of Tough Decisions	102
Bring out the Best, Then Acknowledge It	104
Others Centered	106
Delegate to Develop: “Going Self-Less”	108
Inspiring Through Risk-Taking	111
Humility and Unwavering Resolve	113
The Bottom Line	116
Reflection, Next Steps	117
Chapter <b>FOUR: Legacy Practice 4</b>	<b>119</b>
<i>Advocating Differences and Community</i>	
Advocating: Taking a Stand	126
Mentoring: Advocating Individuals	128
Strength in Differences	130

A Connoisseur of Talent	133
Thow Open the Borders	135
Contemplate the Ripples	138
Stay Connected, Keep Talking	142
Creating an Inclusive Environment	145
The Bottom Line	148
Reflection, Next Steps	149
<b>Chapter FIVE: Legacy Practice 5</b>	<b>151</b>
<i>Calibrating Responsibility and Accountability</i>	
Envision, Execute and Evaluate	159
Keep Your Finger on the Pulse	162
Clarity and Commitment	163
Require the Best, Coach the Rest	167
And What About You?	171
Keep Your Finger in the Wind	173
A Sense of Urgency	176
The Bottom Line	180
Reflection, Next Steps	181
<b>Epilogue: Pulling it all Together</b>	<b>183</b>
Legacy Leading	183
Legacy Living	185
Step 1: HOLD it	186
Step 2: CREATE it	187
Step 3: INFLUENCE it	188
Step 4: ADVOCATE it	189
Step 5: CALIBRATE it	190
A Word About Motivation	191

<b>APPENDICES</b>	<b>195</b>
<b>ONE: Development Guide</b>	<b>197</b>
Introduction	198
Legacy Practice 1: Holding Vision and Values	203
Legacy Practice 2: Creating Collaboration and Innovation	217
Legacy Practice 3: Influencing Inspiration and Leadership	233
Legacy Practice 4: Advocating Differences and Community	249
Legacy Practice 5: Calibrating Responsibility and Accountability	265
<b>TWO: Using this Model</b>	<b>283</b>
Seasoned Leaders	284
Emerging Leaders	284
Organizations	285
Coaches	286
<b>THREE: About the Authors</b>	<b>289</b>
<b>FOUR: Acknowledgements</b>	<b>295</b>
Index	299