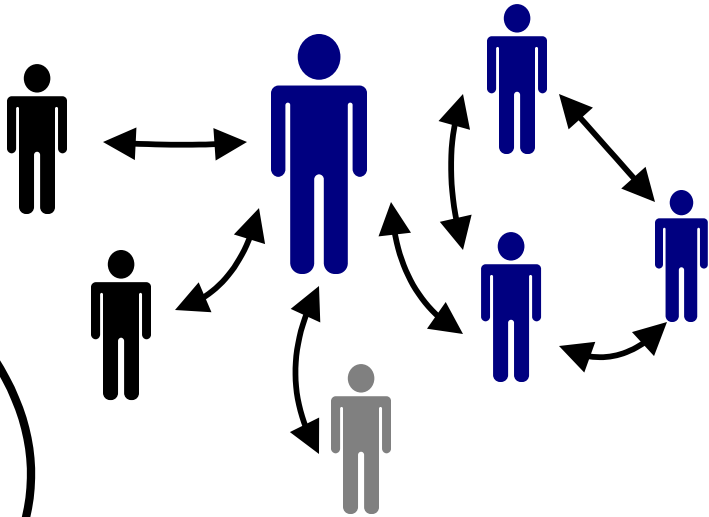
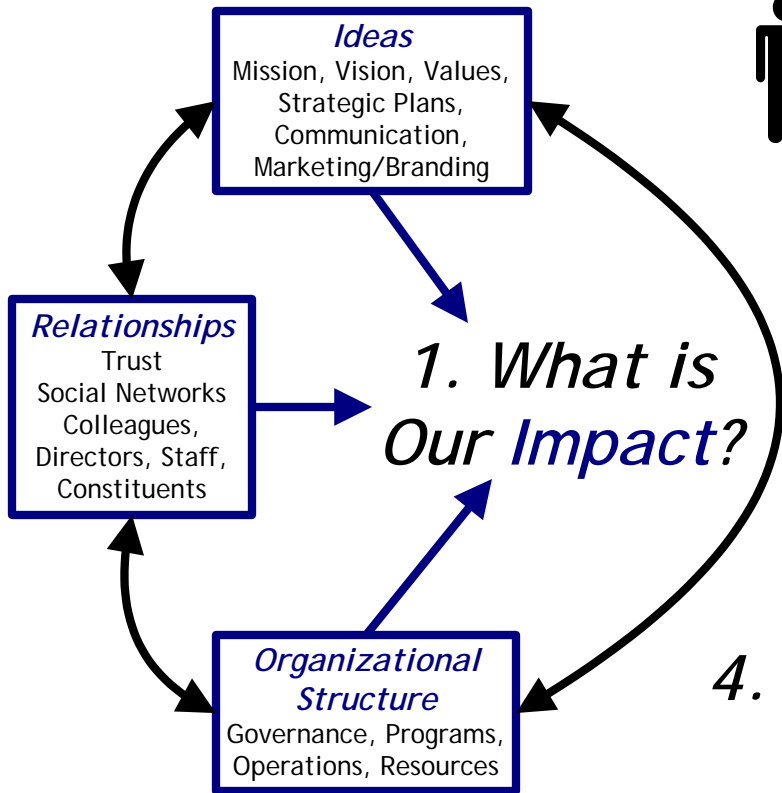


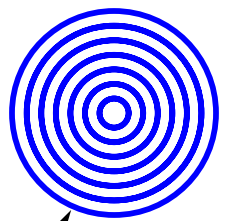
# The FOUR QUESTIONS Every Leader Must Ask

Leaders Take Initiative To Create Impact with Ideas, through Relationships, in Organizational Structures.

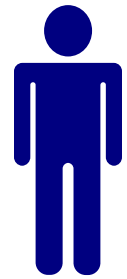
## The Circle of Impact



2. *Who are We Impacting?*



3. *What Opportunities Do We Have Now?*



4. *What Problems Have We Created?*



### Key Terms

**Initiative:**  
Taking personal responsibility to act to do the right thing that leads to a desired impact.

**Impact:**  
The change that occurs because of decisions made and actions taken.

**Structure:**  
A system that helps people sustain their work together toward a desired impact.

**Ideas:**  
Concepts that help to describe the mission, vision, values of a person or group. Commonly captured in statements, plans, communication, marketing and branding.

**Relationships:**  
The personally meaningful and socially fulfilling interaction of people that builds on common interests, shared values, trust and mutuality that is focused on a desired impact.

**Leadership:**  
Personal initiative for Impact with Ideas, through Relationships, in Organizational Structures.

Presented by: