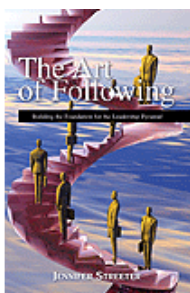
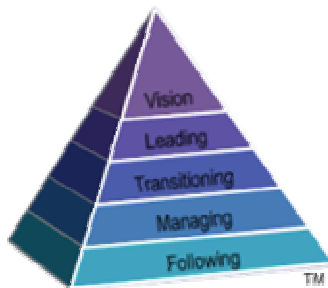


## In This Issue:

Leading in Tough Times  
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## Website

Please visit our website at <http://www.following2leading.com> for the latest information on *Learning to Lead from the Ground Up*.

If you would like to schedule an in-house workshop please send your request to: [inquiries@following2leading.com](mailto:inquiries@following2leading.com)

## Leading in a Tough Economy

Employees continue to be on edge. One day the stock market is up, and the next day it is down. Employees are trying to predict whether they will have a job or they will be considered for a layoff. During this tough economic time it is imperative to remember that regular communication with your employees will keep productivity high and speculation and rumor low. Talk that happens around the water cooler allows employees' minds to wander, and everyone interprets what they hear differently. Here are some good communication tips to keep in mind.

1. Regular staff meetings can demonstrate your commitment to your employees, and they will feel as though you are not hiding anything. Employees want to know that they are "in the loop" with information.
2. Continue to recognize staff for a job well done when it is earned. Recognizing staff does not always have to include monetary compensation. Keep in mind people like public recognition, and it can go a long way to keeping staff motivated.
3. Active listening on your part as a leader will allow you to read between the lines and understand if there is an undercurrent of wrong information floating throughout your organization. Active listening can be an asset to any size organization.

Employees crave information. Even if you don't think communication is important, they do. Try to share as much as you can to instill trust and build loyalty in your organization.

## Pyramid Leadership

Pyramid Leadership is a philosophy that evolved from research and observation of successful leaders that have worked their way from the rank and file of front line employees. During their journeys, these visionaries will have consciously or subconsciously traversed all levels of the pyramid. At the pinnacle, they will guide successful organizations and inspire new generations of leaders. The Pyramid Leadership model assists employees that want to become successful leaders but are not sure how to get started. It provides them with a road map for beginning on the path and successfully navigating the challenges along the way.

## Recent Publication

*The Art of Following: Building the Foundation for the Leadership Pyramid* has arrived! Here is a summary of what's inside:

*The Art of Following* can take a lifetime to master. But this is the foundation of the "Leadership Pyramid." You have to understand the perspective of a follower for you to become a good leader. If your passion is for leadership, being an effective follower is not going to be easy. There are so many leaders these days that lose sight of the importance of following. That's why leadership coach and author Jennifer Streever offers you this book to provide insight into the importance of continuing to be a good follower - even though you may already be a leader or are moving into a leadership position.

You may have worked with leaders both superb and abysmal. Perhaps, you have hoped that the great ones would always be there, and you may have wanted to escape the bad ones. The different leaders you have encountered triggered various feelings in you, which affected your ability to follow them. You reflect and ask yourself if those leaders have been good followers. Then, you realize the importance of being both a good follower and a good leader. For you to be an effective leader, you have to learn and master *The Art of Following*.

The book is available at [Our Store](#)