

7 Habits of Highly Effective

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**Exceptional Leaders Operate
from the Inside Out**

Habit 1:

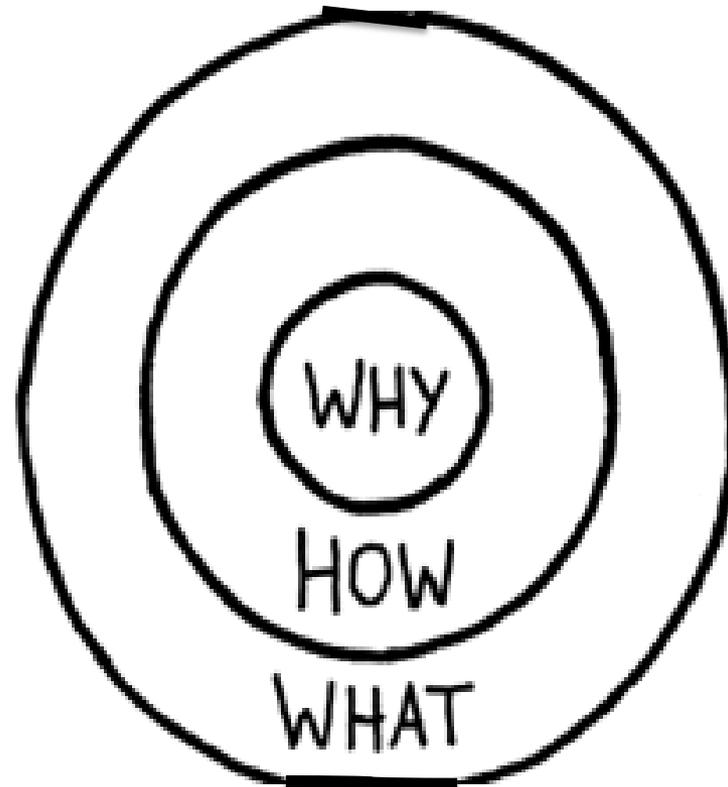
**Operate from
the Inside Out**

Habit 1: Operate from the Inside Out

Exceptional leaders operate from the inside out

People who believe what you believe will follow you

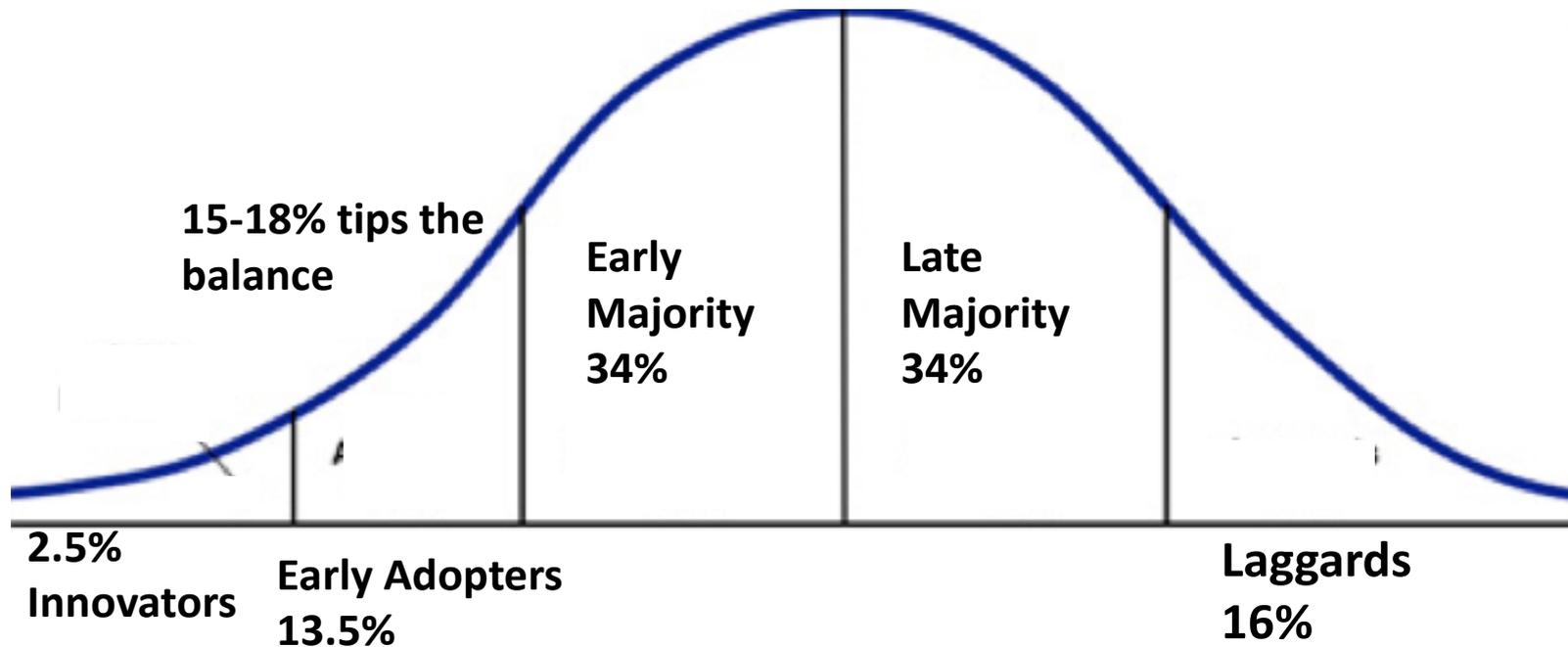
Golden Circle



Law of Diffusion of Innovations

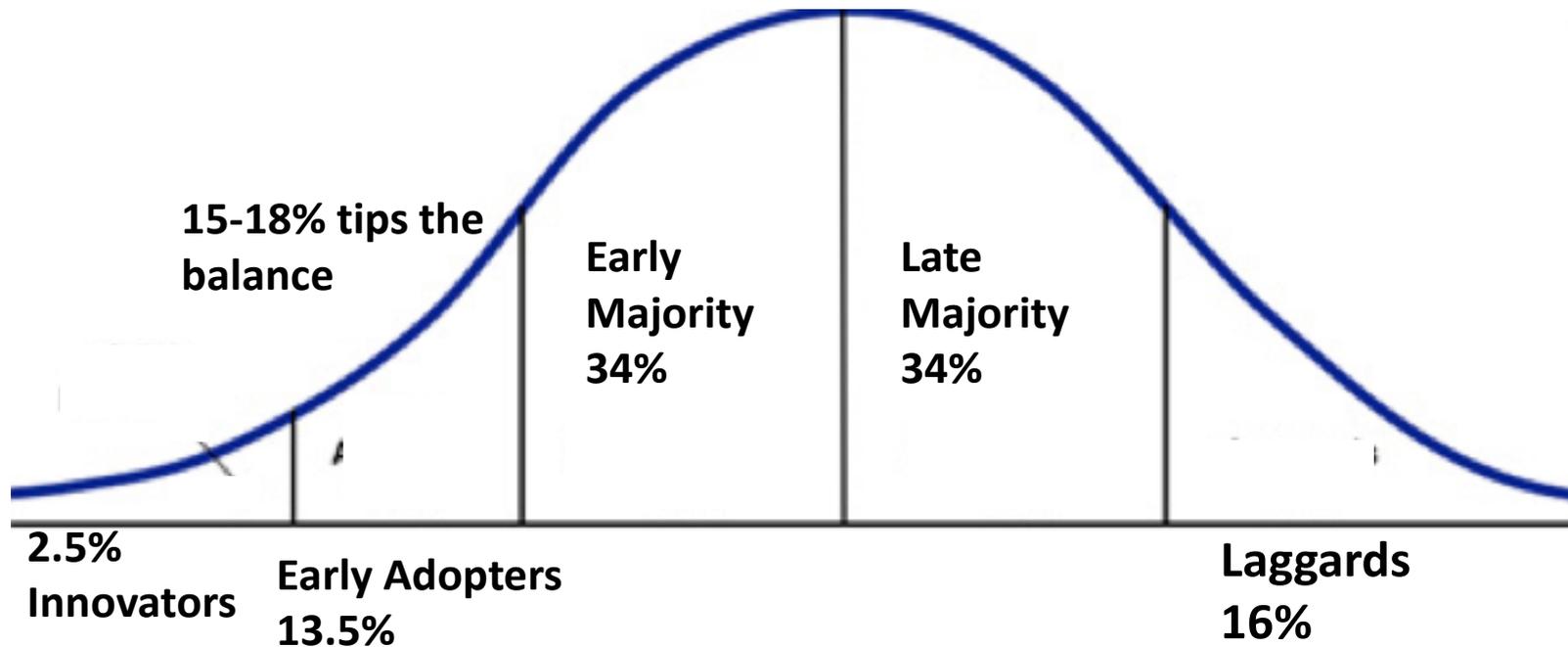
Inspired Leaders operate from the inside out

People who believe what you believe will follow you



Law of Diffusion of Innovations

Where are we with transition of MSNs to DNPs?
Where are we with the role of DNPs?



Everett Rogers, Everett. (2003). *Diffusion of Innovations*. Retrieved from <http://amazon.com>

Exceptional Leaders Lead by Example

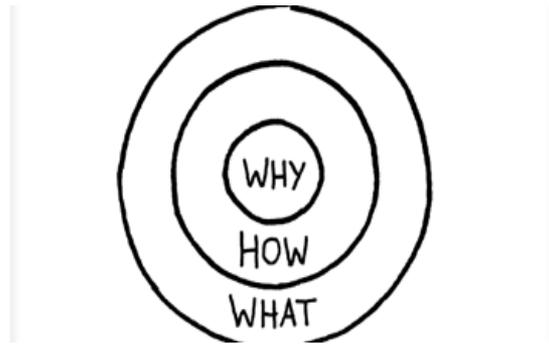
Habit 2:

**Look before you
Lead**

Lead by Example

Vision Leads the Leader

Vision starts inside



You MUST know your passion

Q. What is your Passion?

A. Something you love so much, you'd do it for free.

Q. What is the passion of an Exceptional Leader?

A. Something done so well, that people will pay you to do it.

From where does Vision come?

Experience and history

- **Key events drive vision: mistakes teach more than successes!**
- **Learn from your mistakes (hard for some leaders)**

Leaders are forward thinkers

Force yourself to take time for reflective thinking

From where does vision come?

Vision comes from Hearing

Voices

- **Inner voice (passion)**
- **Unhappy voice (status quo is not OK)**
- **Successful voice**
- **Higher voice**

What will it take to get there?

- **Followers think ONE step at a time**
- **Leaders think MANY steps at a time**

Don't forget to communicate the vision (goal)!

**Exceptional Leaders are
Courageous and Decisive**

Habit 3:

**Change takes
Courage *and a*
*Plan***

**Willingness to change is an
essential ingredient to success
with anything**

**So, once you have the
courage to change,
What is your plan?**

**What do you need to
accomplish this plan?**

Is it more information?

**What do you need to
accomplish this plan?
Is it a different employee or team?**

**What needs to change so that
your plan can be accomplished?**

Is it a different job?

A good plan has 4 components

1. Specific and measurable
2. Must have a time limit
3. You must own it
4. ***Put it in writing!!!***

Are your goals as clear as your patient's goals?

Goal must be concrete!

It's not a *hope*

It's not a *wish*

It's not a *dream*

Habit 3: Remember that change takes *Courage and a Plan*

...and if you want to accomplish it, WRITE IT DOWN!

Exceptional Leaders Embrace Technology

Habit 4:
Embrace
Technology

**When information moves
digitally...**

Technology can save time!

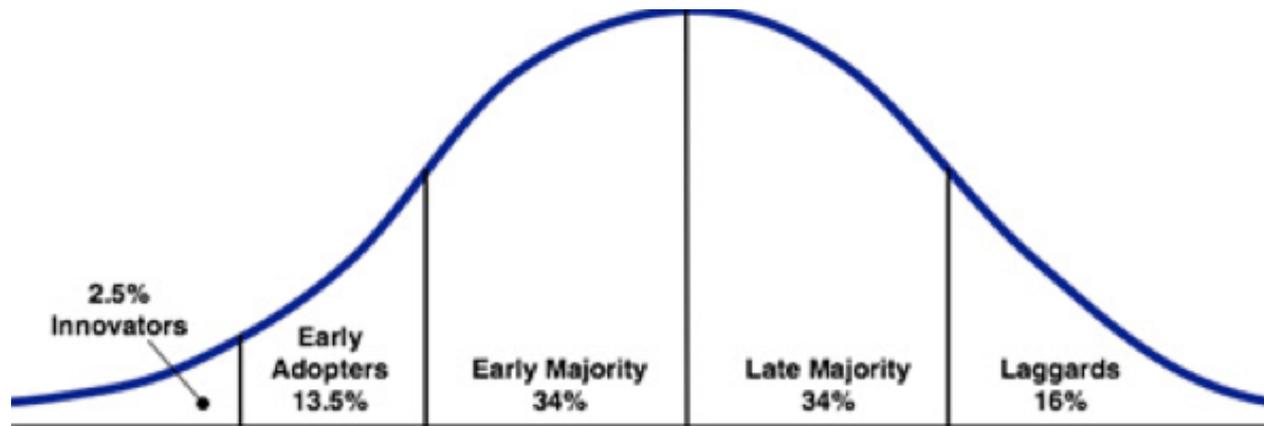
- Typewriter vs. Computer
- Flip phone vs. smart phone
- Texting vs emailing vs calling

There can be enormous increase in productivity and efficiency

Watch out for the Learning Curve!!!

How are you doing with EHR?

- Meaningful use?
- Electronic prescriptions?
- Electronic lab/rad orders?
- Documenting with voice recognition software?



Social Networking Sites

- **Facebook**
- **Twitter**
- **Linked In**
- **Pinterest**
- **Instagram**

On, and on, and on

Professional Responsibility

- Facebook
- Twitter
- Linked In
- Pinterest
- Instagram

Responsibility

Exceptional Leaders are able to Build Trust

Habit 5:
Build Trust

Gallop 2012: Most trusted Professionals

Sorted by % very high/high

	% Very high/ High	% Average	% Very low/ Low
Nurses	85	12	3
Pharmacists	75	21	3
Medical doctors	70	26	4
Engineers	70	25	3
Dentists	62	33	4
Police officers	58	32	10
College teachers	53	34	10
Clergy	52	33	9
Psychiatrists	41	43	11
Chiropractors	38	46	11
Bankers	28	48	24
Journalists	24	45	30
Business executives	21	50	27

Habit 5: Build Trust

3 qualities a Leader MUST possess to build trust:

- *Competence*
- *Connection*
- *Character*

Habit 5: Build Trust

Amelie's 4th component to build trust: *Consistency*

Competence

Connection

Character

Competence

- **People will forgive a mistake**
- **Make sure you “fess up”**
- **Remember to forgive yourself**

Connection

*“They will never care how much you know---
until they know how much you care.” Pat Summitt*

Character

- **Merriam-Webster Dictionary:**
“the complex of mental and ethical traits marking and often individualizing an individual, group, or nation”
- **Integrity, loyalty, dependability, fortitude, trustworthiness, fairness, ethical, accountable**

Character

- **Character is the foundation of trust**
- **Character builds trust**
- **Without character, there can never be trust**
- **Without trust, you cannot lead**

**Exceptional Leaders are able to
Build Momentum**

Habit 6:

**Get Momentum
on Your Side**

Get Momentum on your

$$M = \frac{Fi}{t} \quad \text{side}$$

F=focus

i=intensity

t=time

M=momentum

Too Many Priorities Paralyze you!

Habit 6: Get Momentum on your side

$$M = \frac{Fi}{t}$$

Intensity

F=focus

i=intensity

t=time

M=momentum

The real determinant of Momentum is Time

$$M = \frac{Fi}{t}$$

F=focus

i=intensity

t=time

M=momentum

Sustainability

Exceptional Leaders are Generous

Habit 7:

Be Generous

Habit 7: Be Generous

- **Be generous at home and at work**
- **Be generous with your time**
- **Share your talents**
- **Help develop new leaders**

7 Habits of Exceptional *Leaders*

- 1. Operate from the Inside Out**
- 2. Look before you Lead**
- 3. Change takes courage plus a Plan**
- 4. Embrace Technology**
- 5. Build Trust**
- 6. Get momentum on your Side**
- 7. Be Generous**

Thank you!

For questions or to contact me:

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