

My Job\$mart Experience

By Sharmen Lane, Peak Performance speaker, author and life coach

The people at Executives on Campus are second to none. This is a fantastic group of professionals that I recently had the privilege to work with. I've done presentations for universities and colleges across the country and this team stands out amongst the best.

My name is Sharmen Lane and I'm a Peak Performance speaker, author, and life coach. I speak to groups who are looking to live and work at a higher level. Whether you are looking to perform better at home or at work, with your kids or your spouse, with your professors or your boss, I help you to accomplish more in less time and with less effort and stress.

Recently I did a presentation for the Executives on Campus program, Job\$mart at Baruch. I mean it when I write that this group truly cares about its students and want them to succeed at the highest level. Believe it or not, that is a rare quality for a college campus. Don't get me wrong, many colleges and universities have a good group of people who work for them. However, the team at Executives on Campus go above and beyond what is necessary or expected to give their students not only the best education possible, but the most valuable life experiences that can be used and applied out in the real world. They make extraordinary efforts to find quality leaders, experts and mentors who can provide the students with skills and information so that they can accomplish anything they set their minds to.

When I spoke at Baruch I was asked to share with the students my thoughts on Leadership Challenges and Opportunities. I believe that in order to be a truly good leader you must be one that CARES about your people. No one achieves greatness on his own. Having the right group of people and having them work with you to achieve your vision is how a leader achieves greatness.



Sharmen Lane



I believe that a great leader CARES:

Communicates

Accountable

Role Model

Educates

Supports

In order to become a good, or even great, leader you must learn to COMMUNICATE at the highest level. That means you must speak and share your vision to a point that every person fully knows and understands what your vision is and wants to be a part of achieving it. But there's so much more to communicating than just speaking. We have two ears and one mouth for a reason. That's because we should listen twice as much as we talk. Good leaders listen to the people who work for them. They also ask the right questions to get their people to think and contribute to the process so the dream, goal or vision can be achieved. To be a good leader you must speak and listen well.

ACCOUNTABILITY is another important quality one must possess to become a good leader. You must hold yourself and your team accountable. A leader doesn't share blame. He takes full responsibility for his actions and the actions of his team. At the same time he checks in and follows up with his team to make sure everyone is on the same page and is working toward the same goal. When someone doesn't hit the objectives, he holds them accountable and at the same time is accountable to his superiors when goals or milestones haven't been achieved.

The next quality in leadership is ROLE MODEL. When you lead, people will follow and you need to set the example. You need to be, do and act in a way that you want to see your team to be, do and act as well. A good leader is a good role model.

A good leader EDUCATES himself and his people. The world evolves and we have to evolve with it by becoming smarter and learning better ways to do things. Knowledge is power. Therefore as leaders we must always be educating ourselves and our people to help us all become better at who we are and what we do.

The last quality of a good leader is SUPPORT. People don't care how much you know until they know how much you care. When you care about your team and support them, they will work harder for you. When you support others in achieving their goals they will move mountains and slay dragons to help you reach yours.

I believe that a good leader has the opportunity to help others become better at who they are and what they do. However, with every opportunity come challenges. When you use and apply those five concepts, you will find yourself being given opportunities and overcoming the challenges that go along with them. I highly recommend you accept the opportunities that Job\$mart gives you to learn and grow, by using all the tools and programs they offer. Just like a good leader CARES about his people, the EOC team cares about you.

Sharmen Lane is a Peak Performance Speaker, five-time Author, Pilot and Host of the former "Now to Wow" radio show. Sharmen gives you the WOW and the How. She is an expert in Peak Performance to help you set and achieve your goals and perform better in all you do. She gives you the motivation and inspiration along with the actual information, tangible tools and strategies to create the life you want. If you want change, then you need to get out of the slow lane and into the Sharmen Lane!

Sharmen's most recent book entitled "Giving You the WOW and the How", is a personal growth, self-development book that provides the motivation, inspiration and information to help you create the life you dream of. She has personally gone from being a high school dropout to a college graduate with honors, from a manicurist to millionaire, ran a marathon, lost 30 pounds (and kept it off), became an author and created a radio and coaching program, and she did it by using all the principles described in her book.

Sharmen has been interviewed on Fox TV News, Lifetime TV, OCTV, NPR, New York Daily News, BusinessWeek, KLAV, WTbQ, Hollywood Confidential with Leeza Gibbons, SELF Magazine and many others. She has written articles for the New York Examiner, Young Money Magazine, Women's Day and Glamour. She's spoken for several large companies like Atlantis Bahamas, University of Phoenix, Mary Kay Cosmetics, New Century Mortgage, 1st Vanguard, World Financial Group, Pulte Homes, California Gold a National Synchronized Ice Skating Team, Montessori Schools, Lia Sophia, Arizona Women's Expo, Pennsylvania Women's Expo, and High Schools and Colleges across the country.