



# SPOTTER TIPS

## VIDEO 7: SEVEN QUALITIES OF LEADERSHIP

### **SPOTTER TIP: 1:13 Leadership is influence.**

- ⇒ If you're leading somebody, you are influencing them.
- ⇒ If you have fans watching you and your actions at the track, you are influencing them in some way.
- ⇒ If you don't think of yourself as a leader, you are wrong. EVERYONE will be a leader at one time or another, whether they want to be or not.

### **SPOTTER TIP: 2:45 Quality 1- Vision: What are you trying to do?**

- ⇒ What is your goal?

### **SPOTTER TIP: 3:13 Quality 2 - Communication: Ability to clearly explain your vision**

- ⇒ Everything you do in racing requires teamwork and to foster that, you must be able to communicate effectively.

### **SPOTTER TIP: 4:45 The driver is the leader of the team.**

- ⇒ You are the reason the team exists, so you must be the leader.
- ⇒ What kind of example do you want to set for your team? You will set the tone.

### **SPOTTER TIP: 5:30 Develop good leadership habits early.**

- ⇒ Learn how to rally the troops: keep them excited and positive.
- ⇒ During times of adversity when things are not going well, this is your time to step up and lead.

### **SPOTTER TIP: 7:02 Lift others up; don't tear them down.**

- ⇒ Just as you don't like it when your parents yell at you, neither do your crew members if you yell at them. Don't lash out in the heat of the moment.

## **SPOTTER TIP: 8:33 Quality 3 - People Skills: Non-verbal skills like handshake, eye contact**

- ⇒ People watch you so these non-verbal skills are crucial.
  - Have a firm (but not bone crusher handshake) and maintain eye contact.
  - Watch your posture and don't fidget.
  - Stay focused and relaxed.

## **SPOTTER TIP: 9:14 Quality 4 - Character: Integrity, timeliness, reliability**

- ⇒ If you lack character, you will not attract the people who will help take you to the next level.
- ⇒ Exhibit your character through integrity, being on time, showing up and doing the work, and being positive, upbeat and even-tempered. Be a good influence in everything you do.

## **SPOTTER TIP: 11:30 Quality 5 - Competence: You must be skilled at your vision.**

- ⇒ People are attracted to successful people.
- ⇒ Take the time to learn your craft: know your car, analyze the track, give and take feedback from the crew.
- ⇒ The more competence you display, the more likely you are to get sponsors.

## **SPOTTER TIP: 12:23 Quality 6 - Boldness: Confidence in taking calculated risks**

- ⇒ You can't be Mr. Nice Guy all the time, never challenging other racers.
- ⇒ The best drivers lean more towards aggressive driving, than being passive.
- ⇒ Never be afraid to take a risk BUT make sure it's a calculated risk where you've looked at the risk vs. rewards.
- ⇒ Taking these risks and learning from them will help prepare you to move up in racing and be able to compete with the most aggressive drivers at the highest levels

## **SPOTTER TIP: 13:55 Quality 7 - Servanthood: Mindset of putting others first**

- ⇒ Servanthood is the difference between focusing on "I" or "we"
  - It takes a whole group of people to get you where you want to go and you must focus on the "we" to get there
- ⇒ Examples of servanthood:
  - Building others up... celebrate team victories rather than focusing on YOU.
  - Sharing your expertise with those coming up behind you
  - Getting involved with charities. Find something that speaks to you and use your team, your fan base and your popularity to raise money for someone else in need. In addition to money, also give your time if you can.
- ⇒ When you give of yourself, it reflects well on you and people will notice.
  - It will not only gain you fans, but often new sponsors.
- ⇒ Remember that motorsports is a "family" more than any other sport. The more you give, the more you will receive.