



LEADERCORE

FOUR
ESSENTIALS
FOR A TEAM
OF ACTION

Leader Core September 2020—Four Essentials for a Team of Action

“Hesitation will never get you answers.”

That’s what John Maxwell said to Mark Cole one day as the pair discussed a business opportunity with a potentially significant return. Mark brought the idea to John for his insight because Mark didn’t feel comfortable pulling the trigger on the opportunity. There were financial risks as well as time and resource commitments that rightfully concerned Mark, and so he’d brought everything to John, hoping that in providing Mark insight John would also provide a direction for Mark to take.

John did neither.

He listened to the pros and cons as Mark presented them, and then listened as Mark laid out his case for why he should and why he shouldn’t do the deal. John nodded and affirmed Mark’s insights along the way, encouraging him when he’d said something sharp. But when Mark’s presentation was complete, John just sat there.

“Well,” Mark prompted, “what do you think?”

“I think I know what I would do,” John said.

“Great!” Mark replied.

John smiled. “But it doesn’t matter what I would do. This is your decision. You must make it—and the longer you hesitate on it, the harder it’s going to be. Waiting isn’t going to suddenly produce answers from the sky. If you want answers, you must act. Hesitation will never get you answers.”

Author and entrepreneur Jon Acuff recently tweeted something humorous related to the action mentality.



How willing are you to “risk it for the biscuit”? How willing is your team? If John is right, and only action produces answers, then there are a lot of leaders and teams that lack critical information and insight to successfully run their business for the long-haul. And all because they choose inaction instead of action.

As John highlighted in his July MIM call, there are reasons why people hesitate instead of act.

First, they’re afraid—afraid of failing, afraid of making a mistake, or just afraid to do something without 100% certainty or confidence. Identifying and owning the fear makes it easier to see past it towards an action step that can be taken.

Second, they’re not prepared to make quick decisions. Those people not only require lots of information in order to decide, the decision itself is treated as a unique circumstance that was unforeseen. In reality, there are many decisions you can make ahead of time if you’ll take time to think through your circumstances regularly.

Third, they lack a growth plan. If you don’t know where you’re going, then almost any decision can seem like the wrong one—or the right one. It’s difficult to know which decisions are best for you if you don’t have an end or purpose in mind. Identifying even one area of growth allows you to make quicker decisions and take effective actions.

Finally, people who struggle to take action often don’t know their strengths very well. Because they don’t know what they’re good at, their intuition is dulled in those areas which translates into hesitation in big moments. By identifying your strengths and committing to capitalize on them, you can create momentum and take on the challenges that await.

With some of the psychological barriers to action removed, what else is necessary to become a person or team of action? What are the key pieces necessary for an action-oriented environment?

This month, we’re going to examine the four essentials for being a team of action:

- **Week One: A Culture of Curiosity**
- **Week Two: A C-Suite that Empowers**
- **Week Three: A Leader that Leaps**
- **Week Four: A Team that Trusts**

As the 2020 pandemic has shown, there are seasons in life when you won’t have all of the answers; there will be times when the best thing you can do is simply do something, even if you don’t know what will come of it. Learning how to take action before you have to take action is a valuable tool in the box for any leader or team.

But beyond that, it’s possible to learn to love taking action on a regular basis—to become a team that moves as quickly as possible in order to take advantage of opportunities others miss. As John says, “Whoever acts more during the day becomes more, does more, has more and can help more.”

In other words, a life of action leads to a life of abundance—and out of that abundance we can add more and more value to others.