



# *LEADERSHIP BY ATTRACTION*

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*(The One Thing That Changes Everything)*

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# What would it mean if YOU practiced Leadership by Attraction?

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*There's just something  
about YOU. Within  
minutes of meeting  
YOU, every person  
naturally feels:*

instantly at ease.

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drawn toward you immediately.

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you have a calm, caring, peaceful demeanor, but are strong, especially in crisis.

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they can be consistently open, honest and transparent with you.

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there is never a hidden agenda or the need to guess how you feel.

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they can challenge and disagree with you as there is no fear of defensiveness or retribution.

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great respect and admiration for the way you treat others, no matter where they fall on the power or socio-economic scale.

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you apply intellect, knowledge, skill and experience for the good of others.

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you possess strength, confidence and conviction without being egotistical.

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## *Benefits of Leadership by Attraction*

- People become committed to you and will follow you anywhere.
- Critical discussions go faster, and better decisions are made more quickly.
- People will go the extra mile to support your vision, strategy and initiatives.
- People are completely honest about their thoughts and feelings concerning ideas and issues.
- People love sharing their new ideas, causing innovation and creativity to flourish.
- People try new approaches, take risks, own their mistakes and promptly fix them.
- People won't want to let you down.
- You will spend less time managing people issues.
- People will feel empowered to solve problems before coming to you.
- Every aspect of your business moves faster with no more second guessing.
- Negativity and passive aggressive behaviors are reduced or eliminated.
- Trusting relationships develop more quickly and at a deeper level.
- Upcoming leaders want to emulate you which builds team bench strength.

# Obstacles to Practicing Leadership by Attraction

Inhibiting Factors - Knowledge | Beliefs | Time | Techniques | Fear

You must start with yourself - improve self-awareness, self-connection, self-honesty, self-understanding. Test your level of interest in yourself . . . Are you:

- interested in human psychology and behavior, especially your own?
- highly curious about why you react the way you do?
- exploring, mapping and understanding your childhood upbringing?
- ceaselessly examining your emotional hard-wiring and emotional triggers?
- learning how to listen to your first reactions and thoughts and control them as you learn more about where they come from and why?
- realizing, accepting and fully owning that your disconnection with another person includes the part you play, without blaming, shaming or projecting onto others?
- quick to repair a broken relationship connection, recover quickly and take the first step?
- rarely having to explain or say, "I'm sorry, that wasn't my intention"?
- taking time to understand the lives and challenges of your parents and grandparents?
- interested in knowing what motivates you and longing to understand it?
- focused on setting and maintaining high trust relationships with others?
- realizing there are still things you don't know about yourself and respecting that the process of moving from unconscious to conscious is a lifetime endeavor?

*Self-Awareness is not static. It is not an end-state to achieve. It is an ongoing process of self-examination leading to self-discovery.*

### SELF-AWARENESS EXERCISE

Pick a person with whom you have an important, longstanding and valued relationship. Make a list of things that person does that annoy you . . . things that “trigger” you enough to cause an argument. Be intentionally judgmental. DO NOT SHOW IT TO THEM. This is for you.

Now review the list - “If you spot it, you got it.”

Every item is a clue to something about you that you need to examine, revisit, relive and admit exists. Ask yourself, “Why do I react so viscerally to these behaviors in others?” This exercise should cause you to reflect on how you were raised, and to events in your life that shaped you. As a child, you did what was necessary to get love and avoid pain. These actions are burned into the psyche. It takes intention, desire and a long-term commitment to become conscious of these factors and the stories that go with them. Learning about your emotional triggers is an important step in building self-awareness.

*No Skills, Training or Techniques Will Overcome Deep Emotional Trigger and Beliefs.  
Self-Awareness is Required. . . It’s the One Thing That Changes Everything.*

*THIS IS THE BEGINNING OF BECOMING A LEADER BY ATTRACTION.*