



# Business Leadership Group

Daniel Harkavy, Anatomy of a Leader -Session 1 of 3

*Key Verse: Teach us to number our days, that we may gain a heart of wisdom. Ps 90:12*

**“Self-Leadership always precedes team leadership. The great enemy of success in business is the thought that we have arrived...we become comfortable with where we are as leaders.” Daniel Harkavy**

Daniel states that “Self-Leadership always precedes team leadership.” What do you think he means by this statement?

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Daniel states that “The great enemy of success in business is the thought that we have arrived...we become comfortable with where we are as leaders.” He describes a process where Thinking impacts Beliefs that impact Mindsets, impacting Action and Results...Actions and Results are what people judge to see if God is real in our lives.” Do you think that people generally judge whether God is real or not because of our Actions and Results?

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Daniel suggests that an FCCI group may be a perfect place to avoid complacency as leaders, to sharpen one another’s thoughts and encourage good results. Have you experienced this in your group?

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Select the item above that would make the most impact or warrants immediate attention and answer the following questions:

1. Should I apply this concept or practice to my business or personal life?
2. Can I commit to a schedule to implement this application? [explain and discuss with the group, if necessary]

Comment:

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Development Objectives:

Life, Leadership, Excellence, Kingdom

For as he thinks in his heart, so is he. Proverbs 23:7a NKJV



# Business Leadership Group

Daniel Harkavy, Anatomy of a Leader -Session 2of 3

*Teach us to number our days, that we may gain a heart of wisdom. Ps 90:12*

Daniel attributes most leadership crises to failure in one of the following areas: Current Reality, Vision, Midterm Planning [Gap Management] and maintaining a 90-Day Business Plan. In your current business model, do you have all of these in place?

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Daniel states that Vision is always bigger than the product we offer of the service we provide. Do you concur?

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Daniel suggests that a lack of clear compelling vision, or a failure to consistently communicate it often leads to failure. Do you concur?

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Daniel gives three subsets to the concept of vision that energize and pull people into a Vision. People want to: 1. Belong [be a vital part of a team or community], 2 Become better [greater than they are] and 3. Build something. Does your workplace offer these? If not, what do you think the impact would be if they were prominent?

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2. Can I commit to a schedule to implement this application? [explain and discuss with the group, if necessary]

Comment:

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**Development Objectives:**  
**Life, Leadership, Excellence, Kingdom**



# Business Leadership Group

Daniel Harkavy, Anatomy of a Leader -Session 3 of 3

*Teach us to number our days, that we may gain a heart of wisdom. Ps 90:12*

Daniel begins to describe the 90 day business plan as including: Outcomes, Non-Negotiable Disciplines and Improvements. What are your thoughts on keeping a one-page business plan?

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Daniel suggests that if we are not purposefully engaging employees on a daily basis, we are missing out on golden opportunities for the business and ministry. Are you doing this?

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Daniel uses Chick-fil-A as an example, pointing out that their senior leaders continually go out into restaurants to witness firsthand their customers' experience. Do you have an ongoing process to engage your customers face to face?

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Daniel emphatically states that when we are working within our purpose and calling, doing the best in our space, our ability to show people that God is real is optimized. Do you concur?

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Select the topic above that would make the most impact or warrants immediate attention and answer the following questions:

1. Should I apply this concept or practice to my business or personal life?
2. Can I commit to a schedule to implement this application? [explain and discuss with the group, if necessary]

Comment:

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**For those who are interested in Daniel's Life Planning Workshop, his support documents are available at: <http://www.buildingchampions.com/fcci>**

**Daniel's workshop audio file can be found at <http://www.fcci.org/resources>**



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Life,  
Leadership,  
Excellence,  
Kingdom

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