



## **2019 MDRT Global Conference e-Handout Material**

**Title:** Influencing Prospects Through Your Charisma

**Speaker:** Ganeshaa SKS Rao, RFC

**Presentation Date:** Monday: September 2, 2019

**Presentation Time:** 3:00p.m. - 4:00p.m.

**Session Room:** ICC - Meeting Room C3.3

The Million Dollar Round Table® (MDRT) does not guarantee the accuracy of tax and legal matters and is not liable for errors and omissions. You are urged to check with tax and legal professionals in your state, province or country. MDRT also suggests you consult local insurance and security regulations and your company's compliance department pertaining to the use of any new sales materials with your clients. The information contained in this handout is unedited; errors, omissions and misspellings may exist. Content may be altered during the delivery of this presentation.

© 2019 Million Dollar Round Table

---

Million Dollar Round Table  
325 West Touhy Ave.  
Park Ridge, IL 60068 USA




---

---

---

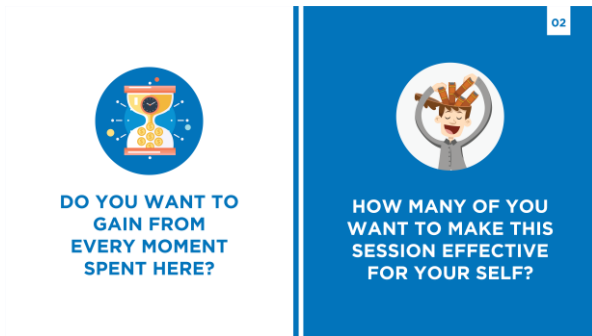
---

---

---

---

---




---

---

---

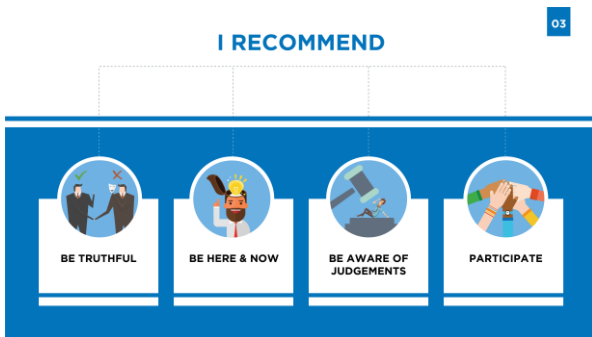
---

---

---

---

---




---

---

---

---

---

---

---

---

## THE FLOW OF THE SESSION

04

- WHY LEADERSHIP?
- PRE-REQUISITE VALUES FOR LEADERSHIP
- VALUES DEVELOPED THROUGH LEADERSHIP AND MENTORING
- HOMEWORK FOR PARTICIPANTS

---

---

---

---

---

---

---

## WHAT YOU CAN EXPECT FROM TODAY'S SESSION?

05

- EXPLORE YOUR OPENNESS TO LEADERSHIP AND MENTORSHIP
- DISCOVER THREE SIMPLE SECRETS TO BRING OUT THE LEADERSHIP FROM WITHIN
- UNDERSTAND THE IMPORTANCE OF SELF-AWARENESS AND ITS RELATIONSHIP TO SUPERIOR LEADERSHIP AND MENTORING




---

---

---

---

---

---

---

## WHY LEADERSHIP?

06




---

---

---

---

---

---

---

## PRE-REQUISITE VALUES FOR LEADERSHIP

07




---

---

---

---

---

---

---

---

## CORE VALUES OF LEADERSHIP

08




---

---

---

---

---

---

---

---

## OTHER VALUES OF LEADERSHIP

09




---

---

---

---

---

---

---

---

10



# VISUALISE

YOU HAVE ALL THE ABOVE  
VALUES FOR LEADERSHIP

---

---

---

---

---

---

---

---

11



## NOW WRITE DOWN YOUR LEADERSHIP STATEMENT

---

---

---

---

---

---

---

---

12

## BRINGING FORTH YOUR LEADERSHIP AS A MENTOR.



DEVELOP YOUR  
EMOTIONAL STATES



TRANSFORMS  
PERSONALITY

A CONFIDENT, TRUST WORTHY AND RELIABLE PERSON.

---

---

---

---

---

---

---

---

## LEADERSHIP



**PEOPLE ARE  
INSPIRED**



**EAGER TO  
CONNECT**

13

---

---

---

---

---

---

---

---

## HOW MANY OF YOU COULD LIKE TO SHARE?



**WHAT YOU SAW FOR  
YOURSELF?**

14

---

---

---

---

---

---

---

---



**ANY QUESTIONS ????**

15

---

---

---

---

---

---

---

---



---

---

---

---

---

---

---



---

---

---

---

---

---

---