



Who Is The Captain of Your Ship?

The 5 Tools for Top Leaders

There are three kinds of leaders: top leaders who make things happen, mediocre leaders who let things happen and unengaged leaders who wonder what in the world just happened. Top leaders consistently *make it happen* by coaching, developing and empowering others to engage in their vision, purpose and direction. Executive coach and leadership expert Steven Fulmer shows *you* how to lead, not by force or by piracy, but through the science of crew development and the art of using the forces against you as your source of power.

Learn the 5 Tools Successful Leaders Use to
Navigate, Engage & Empower their Crew

Sextant (GPS) You can't get where you are going until you first know where you *really* are, not where you *think* you are. Learn how great captains triangulate their position, capitalize on multiple perspectives and increase accuracy.

Chart (Map) The path is unpredictable. Good captains give each crewmember a piece of the plan; great captains give them the whole chart. Discover how to give your crew the tools to respond to obstacles and storms as they arise.

Wheel Every captain needs a wheel to control the rudder. Once you understand the fixed and dynamic aspects of that wheel you will learn how to create a well-defined business and human strategy that becomes your Leadership.

Two-way Radio Good captains have a means of communicating their message to the crew. Great captains have a means for the crew to communicate back and be heard. Master the two-way equal communication tool that gives your team the competitive edge.

First Aid Kit Hurts happen, morale drops and people get offended. Learn the five key HUMAN Strategies™ that heal the hurt and honor the perspectives of others.

Top leaders and entrepreneurs have used Fulmer's HUMAN Strategies™ to successfully navigate the choppy waters of life & business and reach their dreams and destinations. You can too!

"Steven was wonderful! He was able to give us a 'blue print' to figure out how we can take things from 'good to great' as a department. We were able to connect as a team on an emotional level more so than we have ever connected in the past.

Steven is a brilliant guy and I highly recommend him!"

MARC WELKER, AGENCY FIELD
RECRUITER, FORTUNE 500
INSURANCE AGENCY

"Mr. Fulmer is right on queue with how I want to take my sales team to the next level!"

GEORGE K. CHUNG, SALES
MANAGER, RON TONKIN DODGE

"I thought Steven's presentation and the ideas/concepts he shared with our group were things we could all take home and start practicing immediately...Thanks again for such a usable message."

LARRY HANSON, AAA, BEAVERTON