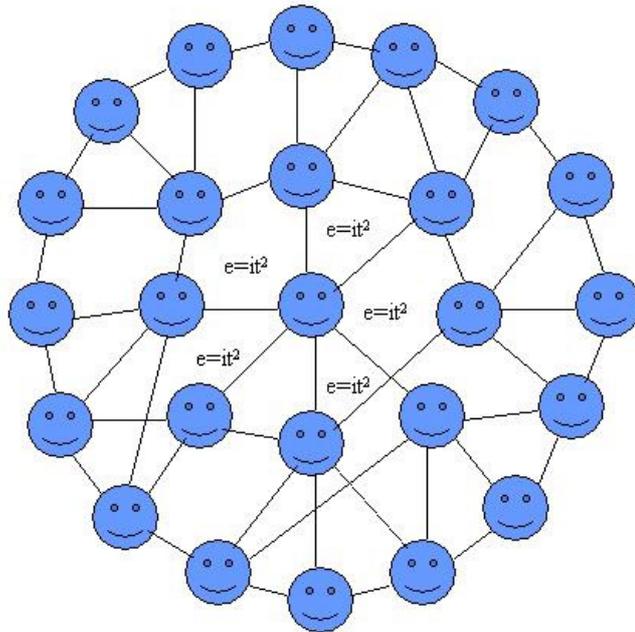


LEADERSHIP

Leaders are on a personal journey to living fully – to becoming fully alive.

Leaders strive to be real within themselves, knowing that the balance in the relationship between the *ego me* and the *real me* is the key to their ability to play BLUE. Real people play BLUE.

Leaders nurture the relationships in the interconnected network around them.

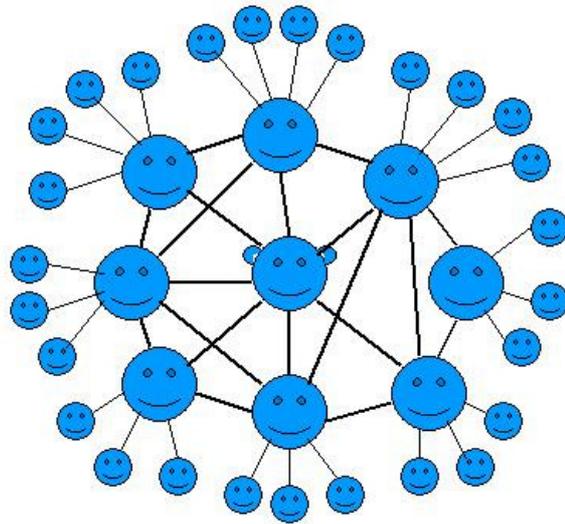


Leaders understand that the energy in those relationships is the outcome of understanding that $e = it^2$. (Information x Trust² = Positive Energy)

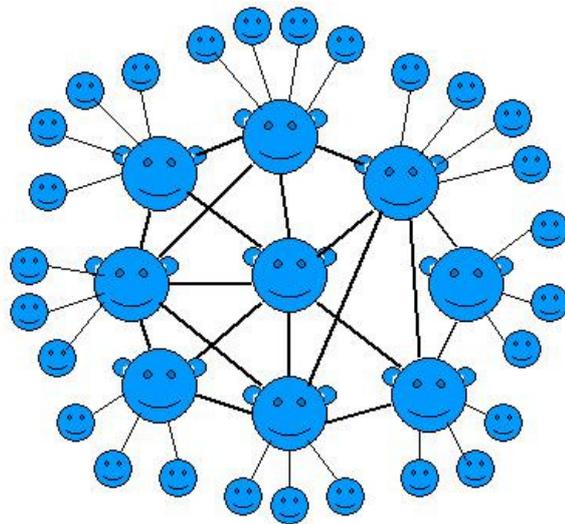
Leaders listen. Listening is the key to building trust.



Leaders build high energy teams in high energy networks – BLUE networks – on a sustainable basis.

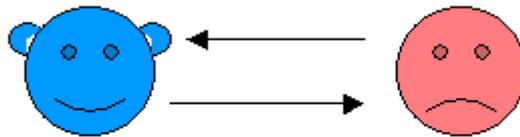


Leaders build leaders, each one of whom creates a high energy network – a BLUE network.



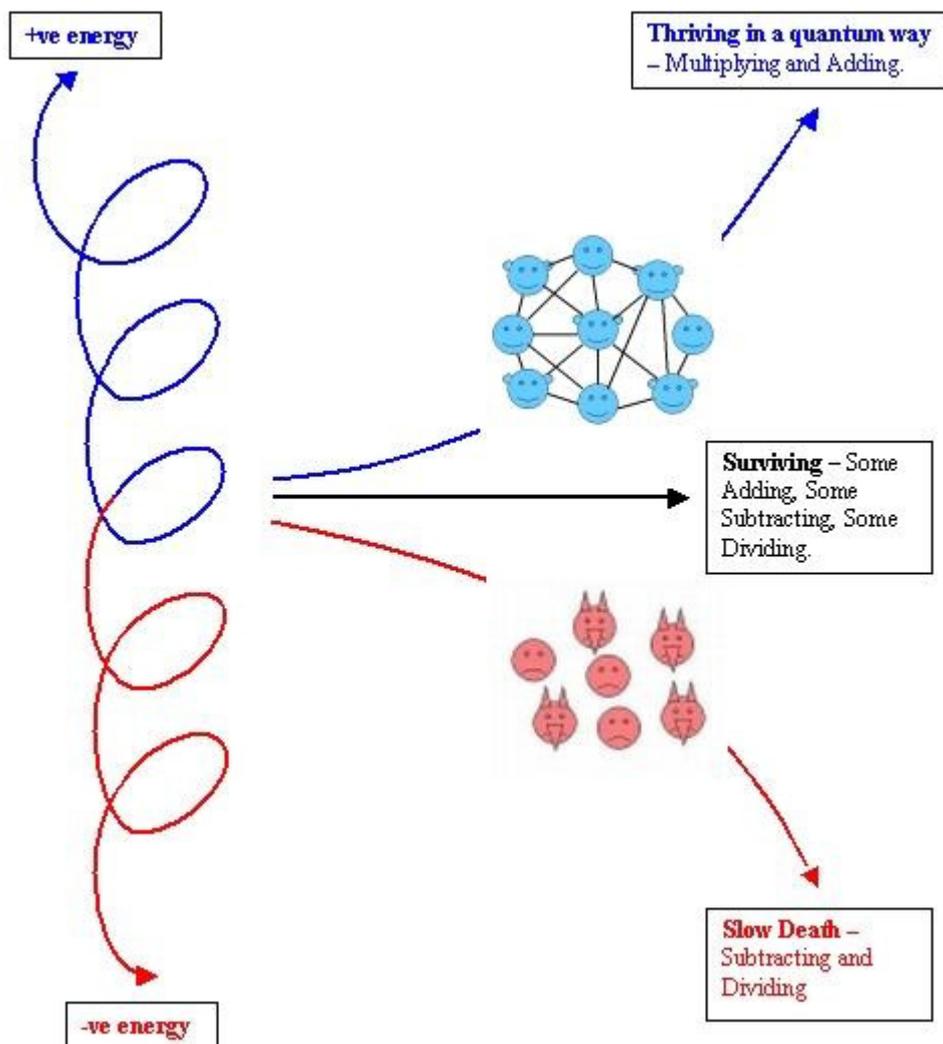
Leaders attract high energy followers.

Leaders engage the **disengaged**.



High energy BLUE networks include customers, shareholders, suppliers, all the staff and the community.

High energy individuals in high energy networks are infinitely more effective than **low energy individuals – the disengaged – in low energy networks, all playing RED.**



High energy networks thrive. Low energy hierarchies barely survive.

High energy teams seek quantum outcomes. They strive to be fully alive.

POWER PLAYING

Power players play from inflated or deflated egos. They play to win (victors) or they play to lose (victims). They play RED.



Sometimes they play RED disguised as BLUE.

Power players destroy energy. They are neither believed nor trusted. They are feared whilst they have power.

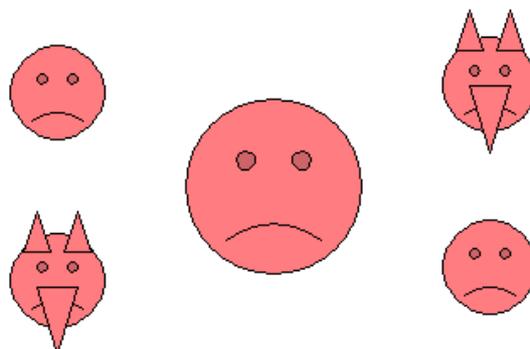
Power players use force, regardless of the Newtonian wisdom that says every force generates an equal and opposite force.

Power players create the disengaged – and the disengaged merely exist.



Power players subtract and divide. They rarely add and they never multiply.

Power players surrounded by RED just exist too.



Excessive power play leads to slow death.