

# STAN MORRISON CONSULTING

## “COMMUNICATION, LEADERSHIP AND TEAM BUILDING IN THE AGE OF COVID 19”

THE ESTATE PLANNING COUNCIL OF SAN BERNARDINO  
Wednesday, September 16, 2020

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STAN MORRISON CONSULTING

### COMMUNICATION

- It is your single most important professional skill . . . or it should be.
- Sending the message and being understood . . .
  - 1.) The language of the TEAM/office. Eliminating “Why?”

### THE MILLENNIAL

- Why now? Impact of social media. What happened to newspapers?
- What’s “ENTITLEMENT? . . . Rewards for what you didn’t accomplish. Where is it from?
  - A.) Embracing the Millennial . . . “Live First, Work Second” by Rebecca Ryan
    - 1.) Never on a TEAM? Mantra for Employers: “CHANGE or YOU DIE!”
  - B.) “Thinking Outside the Box” . . . What is that?
  - C.) Sociology 101 . . . Knowledge is Power.

### LEADERSHIP

- ORGANIZATION . . . PREPARATION . . . TOUGHNESS . . . ACTION . . . PREDICTABILITY.
  - A.) TEAM/Office rules . . . Just 3. Writing skills. . . the note. MBWA. Modeling.
- TRANSPARENCY. SUCCESS . . . John D. Rockefeller

### TEAM BUILDING

- TEAM Covenant Most Millennials have never been on a team.
  - A.) First TEAM meeting
    - 1.) One chance to make a First Impression . . . the handshake Two Questions.
  - B.) Second TEAM meeting
    - 1.) The verbal personal commitment to the TEAM
    - 2.) “Toes on the Line” Brutal honesty.
  - C.) Developing TEAM leadership
    - 1.) You are not born with it . . . it is learned behavior.
    - 2.) Dealing with FEAR
    - 3.) The Need to Belong . . . Columbine, Virginia Tech, UCSB, Sandy Hook.

### THE LIFE COMMITMENT

- Making the decision. Now. Sharing. Forever. Own it. . . . *Congratulations.*