

DARE TO

LEAD

HOW GREAT LEADERS SUCCEED

From the Author of Award Winning Book
"Success is Within"



PAYAL NANJIANI

One of the world's top executive coaches shares her secrets for leadership and success mastery.



“If you seek to lead- then spend 75% of your time in leading, understanding and developing yourself. The rest will easily come through.”

” ~

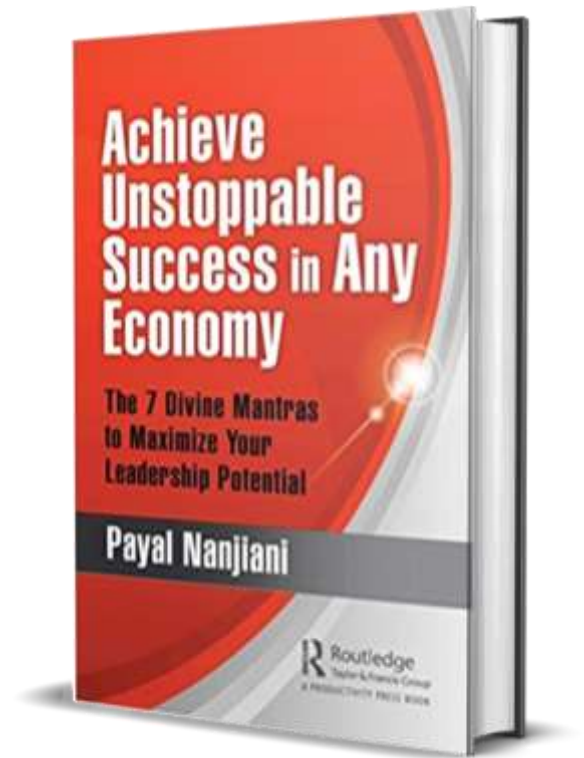
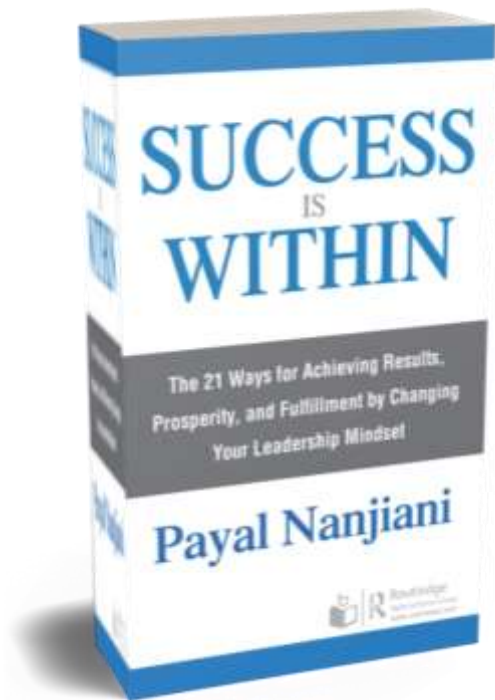
Payal Nanjiani

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<http://www.payalnanjiani.com>

<http://www.linkedin.com/in/payalnanjiani>

By International Bestselling Author Payal Nanjiani



With masterful insight and brilliant simplicity, Payal Nanjiani has distilled some of the most powerful leadership and success wisdom available for both professional and personal practical lessons that leaders, managers, and entrepreneurs can immediately apply to send morale and productivity soaring in these challenging and uncertain business times. Known for her coaching and consulting work with many of the world's leading CEOs and organizations, Payal helps business professionals understand the significance of the I-Power in leadership. It highlights with certainty that for anyone to be successful in their job and business, and for any organization to be successful, it's their leadership that masters most, regardless of their title.

Her books are designed to help you become a highly inner self-directed individual and take your leadership and business to new levels. It offers solutions that will enable you and your organization to move through hardship and achieve success, no matter what. You will discover how to strategically direct your inner leader to leverage your potential. Ultimately, these deeply inspiring books help in transforming the way you think, act, and behave that will surely change your results.

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I dedicate this work with great love and deep respect for my parents. They not only gave me the gift of life, but also unconditional love and passion to serve others. For that, I'm so very grateful to them.

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INTRODUCTION

LEADERSHIP IS LEADERSHIP, NO MATTER WHAT YOU DO AND WHERE YOU GO.

I've learnt well that achieving success is no rocket science. All you have to do is transform yourself to be a world-class leader. Now, some of you reading this might be saying to yourself, "hey Payal, I am no leader. I don't have any team." While some of you might be thinking, 'I've been a leader for decades. What use are these laws to me?' Well, my friend, the key to your success lies in your leadership. Nothing will ever surpass your leadership- not your income, not your position, and nor your growth. Here is a formula I've taught and believed in for many years and it's done me good.

Height of your Success = Height of your Leadership

And by height of your leadership I do not talk about your status or position you reach. Those may be important but are secondary. What I mean by height of your leadership is how far you've stretched yourself internally to deliver the best outcomes, no matter what? How much have you built yourself internally as a leader, regardless of your title and circumstance? You see, nothing in your life will rise higher than you. So, if you want those great connections, high income, and more power, guess what, you've got to increase the height of your leadership.

The core of this book presents 11 *laws*—that you can apply to increase the height of your leadership so that it reflects in your success and helps you uplift your career quickly. These are the same laws I've learned from coaching and associating with the most successful people in the world. And I've distilled them for you in the most simple language. Some things never change. It's still true that leadership is leadership, no matter what you do, or where you go. As you read these laws you will realize that some of them are easy to implement while others require deep work from your end. Each time you pick up one of these laws and practice them, I assure you will be a step closer to becoming successful. You will dare to lead, no matter what. I travel all over the world helping busy professionals at many different kinds of organizations to unblock the leader within so that they achieve success and prosperity.

In the midst of all changes, the laws of leadership are constant. And these laws of leadership can be learned. These laws are the foundation of your success. In the midst of all changes, the laws of leadership are constant. And these laws of leadership can be learned. These laws are the foundation of your success. Whether you are an individual contributor who is just beginning to discover leadership or a veteran leader who has followers, you can become a better leader, a world-class leader as I call it.

THE LEADERSHIP MYTH

The prevailing myth is that leadership comes from externals. That leadership is all about the title, position, and status. The corporate world has conditioned us to believe that leadership is something external. Something to be achieved on the outside. And so, we see many individuals frustrated, angry and depressed in their work-life because they did not get that position and title they long for. And these emotions act against you. The truth of the matter is that leadership has nothing to do with your title, position, status, income, country, or gender. Leadership is about you --wherever you are and whatever you do. Contrary to the belief, even an introvert is a leader. Even a janitor can show leadership. Here's an example. Saturday morning 8.30am I was in a taxi travelling to deliver a workshop (Mumbai, India). The taxi driver enthusiastically greeted me and courteously checked with me for water. Our taxi got stuck in heavy traffic on the way and he made all efforts to take another route to get me to my conference. I paid him his dues and thanking him I hurriedly got off the cab. I completed my part of the session and got into the joy of meeting people and book signing. By the time I was done with my part of the conference, it was 11.30am. I sat in the lounge of the hotel to check my phone messages. And to my dismay I just couldn't find my phone. I took the stairs down to the reception to let her know that if she finds my phone to contact me on this alternate number. Just then the manager walked up to me from behind the desk and walked me toward the hallway where I saw the same taxi driver who dropped me to the hotel. The manager explained that the driver was waiting here from 10am to personally hand over my iPhone to me.

This driver showed leadership. He quickly diagnosed the problem, assumed personal responsibility and made the right decision. And he wowed his customer in the process.

So, **What will you do to be the leader that you are destined to be, today?**

I know you are reading this book because you know that there is a leader within you waiting to be unleashed so you can achieve your greatness with speed and serenity. Leadership is a mindset. Period. Nothing more, nothing less. What separates average leaders from world-class leaders are their actions, thinking, and behaviors. Rather than giving you solutions to solve outer issues, this book gives you the laws to apply to enhance your leadership mindset. Today's modern workplace is all about the "doing." Everywhere you see people who are focused on doing. They are constantly engaged in some outer action to achieve something. Most of us have pushed ourselves to the limit and are sucked into a career. We have become slaves to the clock and our lives are centered on work. We have neglected the *being* in favor of the doing.

I wrote this book for one purpose: to inspire you to lead yourself first so you can magnify your impact at your job and in the world at large. I want you to dare to lead- lead your field, lead yourself and lead others.

The greatest obstacle to success is self. Most of us struggle to lead ourselves. The book is designed to help you to craft an extraordinary life and dominate your field. It is bound to help you unlock the leadership secrets to creating a life of fulfillment, purpose, and meaning. Once you master the eleven proven laws in this book, you will begin to better sculpt an extraordinary work life.

I am an executive coach who has interacted with professionals in Fortune 500 corporations, celebrity CEO, and some of the most successful people in the world. And I have first-hand witnessed the practices and rituals of these people who stand head and shoulders above the rest. They have simple yet powerful practices that get them to be where they want to be. And through this book, I have deconstructed some of these practices to help you dare to lead and let you know how great leaders succeed.

Through this book, I am deconstructing those practices and rituals that take place below the surface of successful people and bringing it to you in simple, doable language. And when you get famous and achieve your heart's desire using these practices, remember that you've made someone proud and that someone is rooting for your success—the universe and me. Make sure to drop me a line. I'd love to hear from you.

#1 Law of Action

“A leader’s greatness isn’t defined by what they say; but by what they do. You will be remembered for your actions.”

Throughout my two decades of coaching and speaking, I've witnessed that what separates the peak performers from average performers is their action. Most of us are experts at articulating our goals. Time and again, we have been drilled with the importance of having a clear goal. Yet how many of us achieve one goal after another with speed and serenity? The reason we don't accomplish our goals is that we procrastinate our actions. There is an old saying: champions don't become champions in the ring—they are merely recognized there. That's true. If you want to see where someone develops into a champion, look at their daily actions.

People who achieve amazing results are no smarter than you. They've just learned the formula. They've just cracked the code. No matter where you're in your life, no matter what's happened in the past and no matter where you are today, if you run the right formula, you'll start seeing fantastic results. And that formula is in your action. The antidote to fear and procrastination is action.

You see, we've been blessed with the right to the action. If there is something that you can do all the time, it's to perform your actions. You have a right to your actions. Be determined to take your actions regardless of the challenges. Action is at the fundamental core of leadership.

Yet, most people postpone their actions because of --

1. the fear of failing
2. a terminal case of 'someday I will.'
3. preferring busy-ness instead of business
4. no workable inspired plan of action

Leadership is a lot more than just dreaming up big ideas. It's about acting on them. Leadership is, in so many ways, about getting good stuff done and not simply started. Not in process. Done. And most of the time we hold ourselves from performing our actions is because when you think of your goal, it feels overwhelming and you feel lost. You feel don't know how to get there. The journey looks long and treacherous. The way through any challenge, the way to achieve your goals is to ask yourself, 'What is the next right action?' Don't try to figure it all out. Just think of the next right action. And then from that space, think of the next right action and the next right action. If you try to get 1% better each day at your health, at your relationships, your projects, your job, your business, your creativity, and at turning despair into gratitude, then that 1% compounds into an amazing person. I encourage you to do that 1% daily. In my book *Achieve Unstoppable Success in any Economy*, I've shared the 1/1/1/ Rule that is practiced by top players. Take one action daily that gets you closer to your goal. Because there is no action that does not bear the fruit of one kind or another.

Today, make a decision that will revolutionize your career/life/self: never leave the site of an opportunity without doing something to seize it. And be less about talk – and more about DO. Find your series of actions, perform them with consistency. And then go out into this beautiful world and succeed.

YOUR TURN TO REFLECT.

In what arena do you need to take action right now? At work? At home? In your organization? What can you do today to start on that path of daily action? What will you do today, no matter what?

YOUR TURN TO ACT.

The Top 3 actions I will consistently take today onward to reach my goal.

Action # 1

Action # 2

Action # 3

#2 Law of Smile

“It’s a conscious and powerful choice to smile.”

Lately, I visited Mexico to deliver my most talked about "Power of I" keynote to a group of executives in the pharmaceutical industry. It amazed me to meet Ernesto. He was working in this company for the past 11 years. He had started at the entry-level and had moved up to become the Vice President in a short duration. Among the twenty-five executives who attended my session, Ernesto was the only one I remember vividly because his face radiated a warm smile. It caught my attention every time I looked at him. In his role, I knew he must be encountering a lot of stress and many challenges, just like any other executives in that room. However, when I spoke with him, I learned one of his mantras for success was a smile. With his smile, he continues his daily business, and every worry, anxiety, stress, and frustration appeared tiny to him when he approached them with a smile. With a smile on his face, he would often repeat to himself, 'this too shall pass.'

Joe was no different from Ernesto. Joe had quit his media day job to start up his own freelance graphic design business. Struggles were many. But if you ever met Joe, you would feel that business is as easy as pie. Business challenges, economy tightness, competition, profit and loss, lack of resources didn't seem to matter. Joe always smiled. It made me often wonder what could be the reason behind his natural smile. I mean, he has problems and difficulties in his business just like anyone else. I came to understand that he had cultivated a habit that is not as much about paying attention to the good things, as it is about not paying attention to the wrong things. Because he did not focus on the bad stuff, his mind had the only option to see the good. Whenever bad stuff did happen, he chooses not to do a post mortem on it.

Do these people have a reason to smile better than any of us? Are their circumstances, challenges, and resources different than any of us at work? Do they never experience a rough morning rushing to work.? Having observed

Ernesto, Joe, and many other executives and entrepreneurs, I wonder what if I tried to smile more? An experiment of sorts began when I met my clients, my team, and other professionals at networking time. I observed I felt much better doing my work with a smile. The fact is, as Dr. Isha Gupta, a neurologist from IGEA Brain and Spine, explains, a smile spurs a chemical reaction in the brain, releasing certain hormones, including Dopamine and serotonin. "Dopamine increases our feelings of happiness. Serotonin release is associated with reduced stress. Low levels of serotonin are associated with depression and aggression," says Dr. Gupta. "Low levels of dopamine are also associated with depression."

A smile may not solve your problems, but it helps you keep a calm state of mind so that you can come up with solutions and be a possibility finder. Countless scientific studies have confirmed how smiling can elevate your mood and the mood of those around you.

People pass each other at work without a smile or a greeting. Faces are dug into computers and phones, and everyone is rushing through the day to complete their to-do list. And we all have started to feel comfortable being this way. The days we go about our tasks with a smile on our faces, are the days we are more productive. Many of us take our work life too seriously, even though none of us will be in it forever. Stop for a moment and take a quick look at the mirror. Whom do you see? Do you see a person with a smile or a gloomy look? Let's enjoy the game called career and SMILE as we pass through it only once.

YOUR TURN TO REFLECT.

Can you set a goal to genuinely smile more this year? Can you show up at work with a warm smile each day and return home with a smile, regardless of the people and situation?

YOUR TURN TO ACT.

Regardless of my mood or the situation, I will attempt to genuinely smile at three people. behaviors.

#3 Law of the Margin

“If you don’t say no to most things, everyone and everything will land up on your agenda.”

A typical day at work might look like this: You're in the middle of a phone meeting when a message pops up on your laptop that your boss wants an urgent document. Just as you're trying to handle the phone meeting and send that document to your boss, a colleague stops by at your desk, asking you to help solve an employee problem. By the time you get off the phone and send the document to your boss, you are about to help your colleague when a reminder pops up that its time to take your daughter to her music class. Most of us have a hectic day every day! We wake up to run in the race and sleep to wake up again and get back into the race.

Do you want to feel energetic? Do you want to have an open mind, achieve more, and stay motivated? Are you looking to enhance efficiency, balance mood, increase memory function, reduce tension and stress, flush out unwanted thoughts, have excellent work relations, expand your business, and speed up your growth?

If you answered yes to a few or all of these questions, then you want to make sure you keep a margin space in your everyday life. Margin space is that little space held for contingencies or unanticipated situations. It's the space you continue to reflect and work to develop yourself. It's the space you assign for your growth.

I know of many working professionals who wake up early morning to emails and text messages, read the newspaper, grab a to-go breakfast, drop kids to school, rush to work, come back home, drive kids for classes, get household chores done and again log in to work. Our career life has made us too busy to slow down. And we feel proud of being busy. What a work culture we have created.

We work in a closed compartment with no space at all. But guess what? Energy flows best between open space. And this should propel you to ask yourself, is there space in my life? The best way to simplify your life is to create space. And to create that margin space, you’ve got to be willing to:

- Say “No Thanks” to any activities that don’t advance your priorities.

- Take five minutes each day to turn off all your technology and work deeply on a key project with zero distraction.
- Take 60 seconds to unclutter your work area so you create space for your creativity to flow.
- Finish one task completely before starting another.

You don't need a ton of margin, but you likely need more than you have. Because margin space means you are keeping space for YOU. Give yourself some time to sit and think. Take control of your time. A simple way to create margin space in your life is to make yourself a priority. You will be amazed at how refreshed you feel, even at the end of a tiring day.

YOUR TURN TO REFLECT.

How do you start and end your day? What time do you sleep and wake up daily? What does your daily schedule look like?

YOUR TURN TO ACT.

The top 5 things I will delete from my to-do list to create a margin space for my personal development.

#1

#2

#3

#4

#5

#4 Law of Outlet

“Be someone through which all things can pass through-the good and the not so good.”

Among all the geography lessons I have read and heard in my school days, the Dead sea was fascinating. The dead sea has high salt content, no life, no plants, no fishes. The Sea of Galilee is thriving with life, plants, and fishes. Both these water bodies receive water equally from lake Jordan. Yet this vast difference because the Sea of Galilee has an outlet, and water only passes through. So, there is a continuous flow of water. It receives and gives water. On the other hand, the Dead Sea only takes water, but it gives nothing back, there is no outlet.

Pause reading further and ask yourself, ‘am I a dead sea or an alive sea?’ What’s my outlet? In our lives, we all have come across people of both types – those who resemble the Sea of Galilee and those who are like the Dead Sea. Some people share, and some people are indifferent. If we observe, those who learn from others and share their learning are the ones who evolve and grow. But those who don’t, they tend to stagnate; at workplace and in life.

The law of outlet is a vital law to practice to become a world-class leader. Every day many situations cause negativity, stress, mental pressure, boredom, and conflicts. When such toxins flow into your life, do you allow them to stay inside of you, getting you stagnated, or do you allow them to pass through? What about success, joy, and happiness? Even these things must pass through. You must have an outlet so that things can come and go smoothly in your life.

Think about it, are you, for most of the time, in the “receiving mode” or receiving and giving mode?” I’ll admit it: when I started my career journey almost two decades ago, my motivations were selfish. I wanted to grow so I could be successful. Over time, the motivations changed for me. As I progressed, I found that I increased my

influence with people that created opportunities for me to contribute to the development of others. The growth led me not just to success, but to significance. In developing others, I found my life's greatest joy and reward. When you don't share what you know, or keep your gifts to yourself, you will eventually lose it.

When you share what you have, no matter how small you think it is, the world benefits. A lot of people need you, need what you have, need what you can offer. Don't hold on to our knowledge and gifts. Play big by simply sharing what you have. As fortunate people, who have gained knowledge, wealth, love and respect, we are best positioned to use these to do something for others; by sharing our knowledge and helping others grow; and by contributing our mite for good causes around us.

Those who do, get tremendous satisfaction and continue to learn and grow; those who don't, slowly stagnate and become like the Dead Sea.

Leadership is not just about receiving. It is about receiving and giving.

Great leaders are always learning and sharing. They fill their cup but also empty it to allow new ideas and knowledge to flow through it. They grow and also help others grow. And because of this continuous flow, these exceptional leaders never remain stagnant. When you don't share what you know, or keep your gifts to yourself, you will eventually lose it. When you share what you have, no matter how small you think it is, the world benefits. When I decided to share my experiences and lessons learned, I didn't expect it to impact my readers so much until I started receiving emails and comments from random people. People from across the world connected with my work, and in serving them, I became fulfilled.

YOUR TURN TO REFLECT.

What one thing can you commit to on giving on a daily basis. Start with one and keep adding to that list. .

YOUR TURN TO ACT.

Make a list of the key people in your life. Now, think about each relationship and determine if you are mostly the giver, the taker, or a continuous flow of giving and taking.

#5 Law of Networking

“It’s not about who you know, it’s about who knows you.”

At a conference I was speaking early this year in London, I met with Amanda, the vice president of a Fortune 500 company. During our lunch conversation, I got to know that Amanda was a young vice president at thirty-two years. She began her career as an intern and quickly rose to prominence in her field. Almost everyone on that lunch table said a common phrase- " You're so lucky, Amanda." Chances are you've been on the giving and receiving end of this familiar phrase more than once. You're fortunate to receive an opportunity. For a job. For a travel experience. For your relationship. Why do we give all the credit to luck? At least Amanda didn't. She made it very clear to us that the most significant reason behind her success is the connections and rapport she built with people at and outside of her workplace.

Yet, the majority of people ignore this law of leadership- networking. They are so busy going to work, meeting deadlines, rushing home, completing house chores, and again signing into work that they miss this crucial aspect of success entirely.

Hear me out now- no matter how the economy is, no matter what you and where you are, there's one investment you can't afford to overlook. And that is networking. Networking is a crucial component of your success in the corporate and entrepreneurship world.

Whether you are an introvert or a people’s person, here are some simple steps to help you build a better and stronger network.

1. Ask questions: Questions are a tool we use to dig for something. Find something in common to converse further.

2. **Jumpstart the conversation:** Once you have listened well, and got to know a common ground, frame your discussion around those elements.
3. **Anchor:** Once you have built on the conversation, ensure you anchor the person, and keep the person in high spirit by continuing your conversation around his/her interest.
4. **Feedforward:** Always end your conversation with a question that will enable people to reflect and connect with you later.
5. **Stay connected:** Now and then send an article of interest to the person or enquire about what you learned about their needs and goals.

It takes a village to have a successful career; people who provide you with information, connect you to others, help you get your job done, advocate for you, mentor, guide, and sponsor you. And to build this type of network, your networking activity needs to be strategic. To create the type of network that supports your ambition, your efforts must be intentional and purposeful.

Ultimately success is all about remembering that how you spend the time with people is much more important than how much time you spend with them.

YOUR TURN TO REFLECT.

Who are some of the people you would select and connect?

YOUR TURN TO ACT.

Here are three things I encourage you to act on: Expand the diversity of your network, attend conferences outside of your industry, and cross-train with experts

#6 Law of Daily Productivity

“Each of us have equal time to become unequal. The energy you create affects you first and then others. How you contribute to your professional environment is as important as what you contribute.”

Which one would you prefer to be? The one who's continually drowning in to-do lists, pushing back deadlines, working endlessly for hours, not progressing with speed, tired, and seems on the point of breakdown? Or, the one who's got a clear vision for their day, sets limits on their time, is enthusiastic, progresses, and gets projects completed before the deadline? I assume you picked the latter. However, in reality, most of us are the former. Many of you want to achieve more, be successful, and create a positive impact. But at the end of the day, when you look back, you feel you haven't been as productive as you wanted to. In my interaction with people who have made it BIG in their professional lives, I understood that productivity is enhanced mainly because of your energy.

Think of productivity like the Tesla car. During one of my executive coaching sessions, this client of mine seemed extra happy. On asking, I got to know that just yesterday, he purchased his dream car, a Tesla P90D. She excitedly shared with me that the car had a feature called "Ludicrous" mode. While in this mode, the car will accelerate from zero to 60 in 2.7 seconds. However, this takes a toll because the energy consumption in the "Ludicrous" mode is nearly twice what it is in standard drive mode, leaving you stranded on the side of the road. It's a waste of energy. The same principle is true for each of us. The more you are in Ludicrous mode, the sooner you will get out of battery and be stranded. There always seems like there's more work and "have-to-do's" list than hours in the day. It's easy to get overwhelmed, drain our energy, and lose focus on what's truly important. And this is how your productivity reduces.

Today's work environment is full of intense pressure, endless deadlines, anger, stress, disruptions, changes, innovation, layoffs, negativity, competition, and business politics. Add to this the people's behavior. All of these acts as energy vampires and drain off our energy and disturbs our state of mind. While you cannot change the work pressure, targets, the economy, or budget, you can change your energy level. It is in your control. Energy management is the art of taking ownership of your energy level. Here's a formula I want you to remember.

Productivity Level = Energy Level

Here are 14 ways to enhance your energy level so you can 5X your productivity level.

1. Start your day 10 minutes before the set time.
2. Don't check your email or the news first thing in the morning.
3. Surround yourself with people who are fun to work with
4. Make a difference each day in the lives of people for the better
5. Nourish the mind and body
6. Don't divide your energy into the past and future thoughts
7. Avoid a to-do list
8. Increase your happiness level
9. Meditate for success
10. Embrace people and things you dislike
11. Find your inspiration
12. Get your routines right

13. Sleep well

14. Enjoy each moment.

YOUR TURN TO REFLECT.

What are some of the activities, thoughts, or people behaviors that drain away your energy?

YOUR TURN TO ACT.

Which one from the above list will you begin to work on immediately so that you can increase your productivity?

#7. Law of Control

“You are where you are, and you will be where you will, only because of one person-YOU.”

I was invited to a University to judge the business presentation of students enrolled in the interior design class. Each presenter spoke on various aspects of this business. What resonated with me the most was a quote from Ayn Rand. It read, *"The question isn't who is going to let me; it's who is going to stop me."*

Let that sink in for a moment, just like I did when I read those words on the slide. What's something at work that you absolutely want to do, but you think it is impossible or merely hard. Why do you feel it's hard? Think of that one person who you think is stopping your progress. Whose name comes to your mind? Did your name top the list when you thought about the person? Every time you say your feelings are because of situations or people, you give them the remote control of your state of mind. You are actually giving them the power to control you. You are, in reality, giving them the driver's seat and letting them drive for you. Do you remember how, as a teenager, you would eagerly wait to get onto the driver's seat? You wanted full control of the wheel. And yet how easily in our daily lives we give power to the news, people, and the situations to dominate our state of mind. Each of us can create our success, and it all starts with a choice. You have the power to control how much an annoyance and stress affect you at work. Sadly, most of us do not use this power within us.

Our day is so entangled with back to back meetings, projects to deliver, targets to achieve, teams to oversee, problems to solve, decisions to make, and Emails! We go through work instead of growing through work. In the midst of all this, we also carefully plan out our dreams and goals to climb the corporate ladder and achieve success. But we forget to use the power of choice within us. Every single day you wake up full of choices. You have a choice to feel motivated or demotivated, to let situations make you or break you, to feel happy or sad, to

react or respond. It's your choice that leads to the next event at your workplace. Nothing holds you back from climbing the corporate ladder and achieving any of your business dreams except your self. You have unlimited power and resourcefulness. You are not dependent on company resources; your success is not because of your boss, your failure is not because of that peer who came in your way, you are stuck not because of that team member who pulls you down. It is our own choices that lead us to actions and results.

We all have incredible power inside us to be on the driver's seat and to steer the wheel in the direction of our dreams. But our self-limiting beliefs hold us back.

You can't control the situation if you are not in control of your state of mind. Irrespective of things happening outside, you consciously choose your feelings inside. You have a choice of how you would like to interpret people's behaviors and situations. You have a choice of which emotions and feelings you want to create. People and conditions do not decide that until you allow them to. No one has so much power to hurt you or make you happy until you give them that power. If you don't like a situation and how you're being treated, you can change it. It is like watching television. If you don't like what you are watching, you change the channel

People who are on the driver's seat are in control of their feelings, emotions, and thoughts. They do not allow outside events and behaviors to switch their channels of thoughts and emotions. They are not compelled by outer situations to act in a particular way.

YOUR TURN TO REFLECT.

Think all the people, situations, and thoughts that are holding you back from performing your very best?

YOUR TURN TO ACT.

Can you begin to take control of your emotions, your energy, your feeling, and your actions?

#8 Law of the Self

"How often do you check-in with yourself?"

I am a big one on this law. You know I always say that leadership begins and ends with you. You can't do good at work until you feel good. You can't make someone feel great about themselves until you feel good about yourself. You can't be a source of positive energy if you have no energy.

I like what the flight attendants say -- "Put the oxygen mask on your mouth before you try to help anyone else." The logic is clear: if you can't breathe, you are useless to everyone else- a beautiful metaphor for personal leadership. Most of the successful CEO's I've worked with put themselves first on the list. And this isn't selfishness; it's because they know they can't pour from an empty cup.

Our culture and the corporate world teach us to lead our teams, family, business, and clients. However, these are secondary. First, you've got to lead yourself. Lead your thinking, emotions, actions, and energy. You've got to awaken the leader within you.

It's said that one day, Frederick the Great of Prussia was walking on the outskirts of Berlin when he encountered a very old man walking ramrod-straight in the opposite direction.

"Who are you?" Frederick asked his subject.

"I am a king," replied the old man.

"A king!" laughed Frederick. "Over what kingdom do you reign?"

"Over myself," was the proud old man's reply.

Each of us is "monarch" over our own lives. We are responsible for ruling our actions and decisions. If you do not elevate the self, you will struggle to guide and lead others. Pull yourself out of difficulties by yourself.

The important truth is that if you fail to take care of yourself both physically and mentally you may find yourself facing an insurmountable setback. What if you were unable to reach your goals because of your physical or mental condition? It's something to consider when you do not care for the self. Putting yourself first is not an act of selfishness but of selflessness. When you are happy and fulfilled, you deliver better results for yourself, your team and for your organization. You are better able to perform at an optimum level.

To be a great leader you need to start by leading yourself. Most people go into top positions with good intentions, but those often crumble due to the demands — and perks — of the job. If you want to succeed, devote some time and energy to the self. To put yourself first means to be aware of your shortcomings, take time for self-reflection, to know how to manage your emotion and to uplift your personal growth.

So celebrate yourself and take care of your self. It is said that a ship doesn't sink because of the water around it; instead, it sinks because of the water that enters it. You do not drown because of the negativity around you; you asphyxiate from the negativity that enters your mind. The choice is yours alone! Drown or float!

YOUR TURN TO REFLECT.

Are you happy in your own company.? Are you your best friend?

YOUR TURN TO ACT.

Spend some quality time with you. Spend some alone time. Every day ask yourself, what do I need to improve on myself?

#9 Law of Extra mile

“Opportunities await you at the extra mile.”

On my trip with my family to Paris, I had an encounter with a server I'll never see again. She wasn't rude. She wasn't incompetent. She was okay on every front of her work. But in a world with an array of choices as to whom we can give our business to, I opt for dealing with organizations that are beyond exceptional. Here's what happened.

It's 8.45 pm on Saturday. We walk into this restaurant for dinner. At the door, we are half-heartedly greeted by a server who tells us that due to a public event happening nearby, the restaurant isn't seeing the usual traffic of people, so rather than 10 pm, the restaurant closes tonight 9.00 pm. We are disappointed and about to leave. Just then, the restaurant owner walks into the restaurant, and seeing us, he greets us very cheerfully, asking if we are here for dinner. He gladly offers us a table and personally takes our order. The restaurant's chef gives a personal touch by visiting our table and checking if we need anything. Toward the end of our dinner, we get a surprise treat of complimentary brownie and ice cream. I gauged the owner had no idea of us being told that the restaurant closes early. Clearly, the owner was interested in people and in providing the best. Throughout our time at the restaurant, I noticed the server was extremely disappointed and was going around doing her job uncaring and irritable. Anyways, we did enjoy our meal.

Being a people's person, I decided to engage in a quick talk with the server. So, while paying the bill at the table, I curiously asked the server for how long she's been doing what she is doing. 'Four years,' came a prompt but slightly irritated response. I asked her about her plans, and she said she would like to one day have a restaurant of her own. I wished her good luck. Later, on my way out, I was greeted by the owner again, who asked me my experience, and if there was anything, he could've done to make my dinner a more enjoyable experience. I thanked him and asked him about his plans. He excitedly said how he dreams of getting more

people experiencing fine dining by opening more of his restaurants worldwide. Well, let me tell you, today he is the owner of a well-known group of hotels in Europe.

I've worked with many people over the years as a speaker and as a leadership advisor. For any organization or person to succeed in these times of complex and highly competitive business environment, what is essential is to work with a mindset of delivering more than possible. You see, world-class leadership begins at the extra mile. The average person doesn't go the extra mile way. But then, whoever said you were average?

Leadership is about those extra calls you make even after being exhausted. It's about completing the project a day before the deadline. It's about going beyond to help others grow.

To experience exponential growth in your business and career, you've got to look beyond. You need to work with a forward-thinking attitude. Leaders understand the need to give something extra, above and beyond what's expected. Success for a leader resides on the other side of what's expected. I know that you might be well aware of the direction in which you want to take your business and career. But do a slight reality check here and tell me, are your actions and behaviors aligned with your goals? Are you going beyond what's expected? Are you bringing out your awesomeness? Are you delivering more than you ought to? No person can reach far working only enough to get their paycheck on time. In this age of acute disruption where change is happening at a superfast rate, former ways of doing things don't work anymore. The very definition of organizational success is now different. I encourage you to explore this idea of having to work with the extra mile mindset. Within a quick period, you'll see some fantastic results.

YOUR TURN TO REFLECT.

Think of all the ways you go beyond a deliver more.

YOUR TURN TO ACT.

Share+ discuss + debate this idea with your team and throughout your organization.

#10 Law of Weekend

“Weekdays are for you to keep up with competitors. Weekends are for you to get ahead of them.”

'How you treat your weekend will decide how your weekday treats you' - something I've learned well from the top leaders I associate with through my work. Most people can't seem to wait for the weekend. They wake up late, laze around, get caught up with household chores, complete pending office work, socialize, watch movies, party, sleep late. No wonder Mondays are the worst day of the week for most people. But not for the successful ones. They love Mondays and are eager to start the week. You see, the key to having a better Monday begins during the weekend. Now this does not mean that you work, work, and work over the weekend too. Nope, not at all. It's just the opposite. Use the weekend to prioritize your goals. Set boundaries, so work does not consume you. One study out of Harvard University found that people who spent 15 minutes reflecting over the weekend had higher performance levels than their colleagues who did not take the time to reflect daily.

Here are 5-weekend habits that will work incredibly and make an immediate difference in your work-life, helping you reach your goals.

Habit #1: HAVE A PLAN

Weekdays go by quickly in completing your targets, team meetings, and planning. But what about your weekends? Do you have a plan for every weekend? Apart from relaxing and family time, what about a plan for

your self-development. If you want to achieve more in the coming year, it's not going to happen purely because of your hard work during your working hours. For this, your weekends must be enriched.

Habit # 2: PRACTICE STILLNESS

I coach and speak to thousands of executives globally. And what I often get to hear is that there is no time to sit and practice stillness. A leader's power comes from self-awareness that is responsive to feedback, but independent of others' good or bad opinions. Use your weekend for sitting on stillness and calming down the running mind.

Habit # 3: REFLECT

The best way to move ahead with momentum is to reflect on the week gone. What most people do is that instead of analyzing their week's experience, they move onto the next one, never learning from their mistakes. We have all heard the phrase "experience is the best teacher," a million times. We can't learn from experience if we don't take the time to reflect on what message it is trying to give us. Actively think about what it is you are trying to improve. Ask yourself: "What do I want?" "Why do I want it?"

Habit # 4: STRENGTHEN YOUR INSTINCTS

Leaders and entrepreneurs must make any decision in their daily work life. If you cannot trust your experiences and instincts, you will most likely end up being dependant on others around you for suggestions. We all have this innate ability to listen to that inner voice telling us not to go through with something, or to take a risk. But in the daily grinding of the work, our instincts weaken. Use time over your weekend to strengthen this and apply it during the week.

Habit # 5: READ

Save articles throughout the week to a folder like "Read It Later" and then spend an hour or two on the weekend absorbing the new ideas.

YOUR TURN TO REFLECT.

Be self-aware of your weekend schedule.

YOUR TURN TO ACT.

Commit to invest 30 minutes every weekend to work on your self-development.

#11 Law of Legacy

*“It’s all about what you leave behind **in** others.*

About a hundred years ago, a man looked at the morning newspaper and, to his surprise and horror, read his name in the obituary column. The newspapers had reported the death of the wrong person by mistake. His first response was a shock. Am I here or there? When he regained his composure, his second thought was to discover what people had said about him. The obituary read, "Dynamite King Dies." And also, "He was the merchant of death." This man was the inventor of dynamite, and when he read the words "merchant of death," he asked himself a question, "Is this how I am going to be remembered?" He got in touch with his feelings and decided that this was not how he wanted to be remembered. From that day on, he started working toward peace. His name was Alfred Nobel, and he is remembered today by the great Nobel Prize.

Just as Alfred Nobel got in touch with his feelings and redefined his values, leaders too should step back and do the same.

We all have a finite time in the career world. Today you are here; tomorrow, you may be at another job or business, have new teams and clients, or soon retire. Wherever life takes you, what will the people you have interacted with remember you for?

Ultimately, if your people can't do it without you, you haven't been successful in raising other leaders. I believe the most significant legacy a leader can leave is having developed other leaders. Develop them as widely and as deeply as you can. I've spent more than thirty years teaching leadership to leaders from every walk of life and nearly a hundred countries. A legacy is created when leaders put their people into a position to do great things without them.

YOUR TURN TO REFLECT.

For what qualities would I like to be remembered? Today, take some time and think about this profound question. You will see a big difference in your actions and results.

YOUR TURN TO ACT.

Each day do some act that will create small legacies. Soon one day you would leave behind a huge legacy.

Bonus Chapter

12 Law of Blessings

“No one has the power to bless you more than you can bless yourself.

One of the distinguishing factors amongst those at the top is that each morning as soon as they wake up each day, they bless themselves. It's a divine ritual practiced each day by successful people.

In this very sense, being blessed is an elevation of one's individuality to the realm of absolute humility. When you have an important presentation or deal to close, how often do you tell people, 'wish me luck.' And how happy you feel when someone says to you 'good luck. I am sure you will succeed.' These words give us confidence. But take a pause here and think- are you dependent on someone's wishes for your progress? Do you feel others are more powerful than you are? My father would constantly say to me, 'Payal, although it can be energizing to have others around to motivate and support you, having them there is a luxury, not a requirement. You must turn inward and find in yourself the strength and determination to keep going. Sometimes on the road to success, you have to walk alone. If you find yourself in that position, find a way to give yourself what you need to continue.' His profound words stuck with me and I found blessings to be the way to encourage myself at every level of my life. So, allow me to ask you this: how many times have you said to yourself, 'Good luck, I am sure I will succeed today.' or 'All the best to me, I will do great in today's presentation.'

Now when you begin to bless yourself, two things happen.

1 You will never bless yourself with negative words. Which means whatever you say to yourself is guaranteed to be the best and positive.

2 Scientifically, when you bless yourself, the brain decreases cortisol and produces serotonin, which creates a sense of well-being. It helps your brain function at peak capacity.

It's not about narcissism, or deceiving ourselves into thinking inaccurate things. It's more about showing yourself some self-compassion and understanding for who you are and what you've been through. You see, what you say to yourself and what you believe about yourself is more powerful than what anyone else says or thinks about you. Your mind and body will follow the direction your words lead. So if you want more influence, confidence, connection, or opportunities to come your way, begin with what you're projecting into the world each time you bless yourself.

YOUR TURN TO REFLECT.

When was the last time you blessed yourself?

YOUR TURN TO ACT.

Each morning as you wake up, sit on the bed for a minute and bless yourself with everything you want from the
day

Conclusion

Our careers are full of ups and downs. Every human being has to go through success and failure. You will face both the good and bad times. Never give up. Just because someone is ahead of you does not mean that they will win. Things can take a turn any moment. Career is a game of luck or chance, representing some higher power's rules.

The most significant lesson I learned that indeed helped me achieve my goals and dreams was that, at the end of the day, it's not the number of success or failures that you face in your career that determines your fate. Rather, your future in this game called career is defined by one thing, and one thing only: movement. Just keep moving. Don't stop. Just keep moving.

You have the power to change your future by what you do in the present moment. This is purely because you have the power to choose. You have the power to choose your thoughts. You have the power to choose your state of mind.

Don't exit from your workplace and from the world without leaving your trace. I urge you today to think about what will be different because you came this way? Take this as a final call to craft experiences now. The final call to express your love to your people, to resolve workplace conflicts, to write a book, to dance in the rain, to climb a mountain, and to cross a river. And as you awaken the leader power within you to being exceptional, remember, you are unstoppable- today and forever.

Never be in too much of a hurry to reach the end of the career game. Enjoy the game to the fullest. No matter how beautiful the career world is everything has a shelf life. There will be a day and time when it will all end.

And as you celebrate yourself, I celebrate you. This book is dedicated to your success. With every word, I affirm you; with every thought, I celebrate you; and with every hope, I rejoice in your triumph! Look within. You are a leader so dare to lead.



ABOUT THE AUTHOR

Payal Nanjani is the world's leading Indian-American motivational leadership and success mastery speaker and advisor. She is the founder of Success Is Within Leadership, with a vision to help maximum organizations and people lead and succeed regardless of their title.

For nearly 20 years, Payal's work has been embraced by Fortune 500 Companies, Mid-size organizations, Management Institutions, Celebrity CEOs, Entrepreneur's, Government officials and Universities. Her aim is to help maximum people in the professional sphere to be successful and lead a fulfilled career life-be it in business or job.

Through her leadership keynotes, workshops, books, and coaching she has to date influenced more than a million people and organizations around the globe.

Payal lives with her motto- 'Success Is Within' and believes that success can be achieved with speed and serenity in any economy.

To book Payal to speak at your next corporate event or to run a workshop for your company, please contact her at: <http://www.payalnanjani.com/contact>

To know more about Payal visit her website at <http://www.payalnanjani.com>

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