

WHAT YOU DON'T KNOW ABOUT LEADERSHIP
IS WHAT'S HOLDING YOU BACK

Monday Morning Mentoring

Ten Lessons
to Guide You Up the Ladder



David Cottrell

USA \$19.95
Canada \$25.95

Everyone who wants a fulfilling career needs a mentor—someone who has seen it all before, someone who can share hard-won experiences and teach valuable lessons.

In this expanded and enhanced version of his best-selling book, *Monday Morning Leadership*, David Cottrell packs all of the wisdom of his wide-ranging business experience into this inspirational story. Cottrell introduces us to Jeff, a successful corporate manager who has hit a major wall. Jeff has been leading his team, quarter after quarter, to great sales and better profits for several years—until now. The tricks that used to work wonders have lost their magic; Jeff is in a slump and is at a loss to find his way out of it.

Overworked, stressed, and feeling that his personal and professional lives are at risk, Jeff reaches out to the father of a college buddy, a retired and tremendously accomplished former executive named Tony. Tony and Jeff agree to meet every Monday for ten weeks to work through Jeff's problems and get his career back on track.

In the course of these intimate sessions, Jeff discovers the secrets of real leadership: "Until I accept total responsibility—no matter what—I will not be able to put plans in place to accomplish my goals." And, "My success is the result of making better choices and recovering quickly from poor choices."

Tony leads Jeff through tough lessons in how to manage his people, how to manage his own time, how to manage his superiors, and how to escape from "management land." Most of all, Jeff learns that his success is intimately bound with the success of his people and that tolerating lackluster performance in himself and others

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Monday Morning Mentoring, David Cottrell, HarperCollins, 2009, 0061866571, 9780061866579, 192 pages. Everyone who wants a fulfilling career needs a mentor -- someone who has seen it all before, someone who can share hard-won experiences and teach valuable lessons. In this expanded and enhanced version of his best-selling book, Monday Morning Leadership, David Cottrell packs all of the wisdom of his wide-ranging business experience into this inspirational story. Cottrell introduces us to Jeff, a successful corporate manager who has hit a major wall. Jeff has been leading his team, quarter after quarter, to great sales and better profits for several years -- until now. The tricks that used to work wonders have lost their magic; Jeff is in a slump and is at a loss to find his way out of it. Overworked, stressed, and feeling that his personal and professional lives are at risk, Jeff reaches out to the father of a college buddy, a retired and tremendously accomplished former executive named Tony. Tony and Jeff agree to meet every Monday for ten weeks to work through Jeff's problems and get his career back on track. In the course of these intimate sessions, Jeff discovers the secrets of real leadership: "Until I accept total responsibility -- no matter what -- I will not be able to put plans in place to accomplish my goals." And, "My success is the result of making better choices and recovering quickly from poor choices." Tony leads Jeff through tough lessons in how to manage his people, how to manage his own time, how to manage his superiors, and how to escape from "management land." Most of all, Jeff learns that his success is intimately bound with the success of his people and that tolerating lackluster performance in himself and others on the team only leads to discontent from his most prized and productive employees. Through Jeff's mentoring sessions, the reader meets a character of integrity who dispenses homespun but effective wisdom. Spend time with Tony and Jeff at their Monday morning meetings, and you will find yourself on the road to becoming a better leader and being more successful at work..

Monday Morning Sales Tips , Maura Fleming, Mar 1, 2009, , 64 pages. .

Judgment How Winning Leaders Make Great Calls, Noel M. Tichy, Warren G. Bennis, Nov 8, 2007, Business & Economics, 400 pages. "With good judgment, little else matters. Without it, nothing else matters." Whether we're talking about United States presidents, CEOs, Major League coaches, or wartime

The Truth about Middle Managers Who They Are, how They Work, why They Matter, Paul Osterman, 2008, Business & Economics, 189 pages. Middle management" is a term associated with relentless downsizing, corporate drudgery, and career dead-ends. Bashed by management gurus, dismissed by social scientists, and

The Leadership Secrets of Santa Claus How to Get Big Things Done in YOUR Workshop...All Year Long, Eric Harvey, Al Lucia, David Cottrell, Jun 1, 2004, , 87 pages. This book is based on the belief that effective leaders accomplish big things by giving employees clear goals, solid accountabilities, and ongoing feedback, coaching and

Leadership Courage Leadership Strategies for Individual and Organizational Success, David Cottrell, Eric Lee Harvey, Jan 1, 2004, Business & Economics, 110 pages. For every person in every organization, there comes a moment when he or she must have the courage to step forward and meet the needs of the time. Regardless of whether your

The 21 Indispensable Qualities of a Leader Becoming the Person that People Will Want to Follow, John C. Maxwell, 1999, Business & Economics, 156 pages. Discusses such essential leadership qualities as character, commitment, competence, courage, initiative, responsibility, and vision.

The Next Level Leading Beyond the Status Quo, David Cottrell, Dec 11, 2005, , 125 pages. .

Monday Morning Customer Service , David Reed, David Cottrell, Feb 1, 2004, Business & Economics, 118 pages. Monday Morning Customer Service is a powerful story about how to develop and keep loyal customers. It is written from the perspective of a person recently promoted to director

The Magic Question: A Simple Question Every Leader Dreams of Answering , David Cottrell, Dec

19, 2012, Business & Economics, 112 pages. The business leader's toolbox for increasing morale, decreasing turnover, and contributing more than ever to your company's bottom line
What if you could create a culture

Passionate Performance , Lee J. Colan, May 1, 2004, Business & Economics, 57 pages. .

Children's Language Ability A Multi-Theoretical Approach, Katrina Lines, Dave Cottrell, Apr 30, 2008, , 208 pages. Research on children's language impairments has provided valuable insights into the factors that are important for normal language acquisition. In particular, research on

The Nature of Excellence , David Cottrell, Lee J. Colan, Jun 1, 2008, , 86 pages. Stunning photography and inspirational quotes are combined in The Nature of Excellence 88-page, coffee-table-size book. Through the twin lens of insight and imagery, you ll

