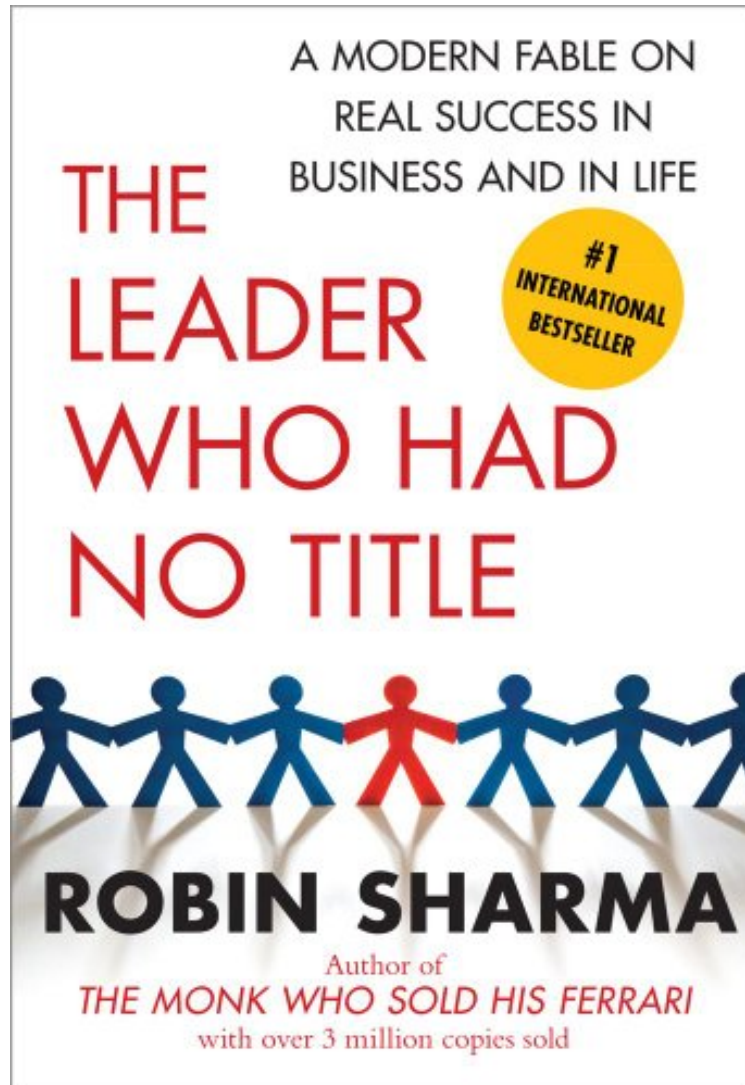


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The Leader Who Had No Title: A Modern Fable on Real Success in Business and in

Robin Sharma

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For more than fifteen years, Robin Sharma has been quietly sharing with Fortune 500 companies and many of the super-rich a success formula that has made him one of the most sought-after leadership advisers in the world. Now, for the first time, Sharma makes his proprietary process available to you, so that you can get to your absolute best while helping your organization break through to a dramatically new level of winning in these wildly uncertain times. In *The Leader Who Had No Title*, you will learn: bull; How to work with and influence people like a superstar, regardless of your positionbull; A method to recognize and then seize opportunities in times of deep changebull; The real secrets of intense innovationbull; An instant strategy to build a great team and become a "merchant of wow" with your customersbull; Hard-hitting tactics to become mentally strong and physically tough enough to lead your fieldbull; Real-world ways to defeat stress, build an unbeatable mind-set, unleash energy, and balance your personal lifeRegardless of what you do within your organization and the current circumstances of your life, the single most important fact is that you have the power to show leadership. Wherever you are in your career or life, you should always play to your peak abilities. This book shows you how to claim that staggering power, as well as transform your lifedash;and the world around youmdash;in the process.

.com For more than fifteen years, Robin Sharma has been quietly sharing with Fortune 500 companies and many of the super-rich a success formula that has made him one of the most sought-after leadership advisers in the world. Now, for the first time, Sharma makes his proprietary process available to you, so that you can get to your absolute best while helping your organization break through to a dramatically new level of winning in these wildly uncertain times. In *The Leader Who Had No Title*, you will learn: How to work with and influence people like a superstar, regardless of your position A method to recognize and then seize opportunities in times of deep change The real secrets of intense innovation An instant strategy to build a great team and become a "merchant of wow" with your customers Hard-hitting tactics to become mentally strong and physically tough enough to lead your field Real-world ways to defeat stress, build an unbeatable mind-set, unleash energy, and balance your personal life Regardless of what you do within your organization and the current circumstances of your life, the single most important fact is that you have the power to show leadership. Wherever you are in your career or life, you should always play to your peak abilities. This book shows you how to claim that staggering power, as well as transform your life--and the world around you--in the process. Exclusive: A Note to Readers from Author Robin Sharma Thank you for the opportunity to share a little about *The Leader Who Had No Title: A Modern Fable on Real Success in Business and in Life*. First, the book is the result of the 15 years I've spent as a leadership advisor to many of the FORTUNE 500 companies, including FedEx, Nike, Microsoft, GE, IBM, and organizations like Yale University and Young Presidents Organization--as well as to many uuml;ber successful entrepreneurs. I mention that so that you know the book is built around real-world insights, lessons and tactics that the best quietly use to win in business (and within their personal lives). If you're at a point where you are ready for extraordinary performance, exceptional leadership and to play full out with your life, this book will be highly helpful to you. Second, the book is written as a story--with a group of unforgettable characters that bring the whole Lead Without a Title process to life. The goal was to write a book that not only is full of powerful success tactics to become your leadership best but also one that entertains and deeply inspires. In this way, all the learning is sticky--and therefore valuable to you. Finally, this book is really about not only the opportunity every human being has to show leadership (regardless of whether they have a title or not) but the responsibility we all have to work at our best potential--and make a difference in the lives of everyone around us in the process. Because the ultimate end-game of leadership isn't just positively influencing other people. It's transformation. Best, --Robin Sharma A Conversation with Author Robin Sharma Q: Is it really possible for anyone to be a leader? A: Absolutely. The core message of *The Leader Who Had No Title* is that every single one of us has the opportunity to show leadership in our work and within our lives--every single day. This isn't some motivational platitude. It's a reality that i've helped everyday people in organizations like Microsoft, GE, FedEx, Yale University and IBM achieve. Because leadership isn't really about the title on our business cards. Leadership is about the strength of our influence, our willingness to innovate, the quality of our attitude and our commitment to excellence. This doesn't mean that

organizations should get rid of titles and structure. It simply means that leadership is a behavior--and anyone of us can show it. Q: This is obviously a time of deep change. Does the "Lead Without a Title" philosophy you share in your new book speak to this? A: Yes. The #1 competitive advantage any organization has right now is growing the leadership potential of EVERY employee, at all levels. From the mailroom to the boardroom, the companies that will win in these highly uncertain times will be those that get people Leading Without a Title. To succeed in this economy, the best organizations will encourage their people to think, feel and behave like leaders, delivering wow results within their work. Q: So the nature of leadership is changing? A: The old model of leadership is dead. Everyone's now a part of the leadership team. And each of us has the responsibility of driving positive results and leading by example. It's now Leadership 2.0. Everybody gets to show their leadership best when they walk in the front door every day. The Leader Who Had No Title shows you how. Q: Is leadership something we only show at work then? A: Leading Without a Title is actually a way to express your absolute best at work as well as at home. While the book is definitely for people who want to fly in their careers and win at work, there are some key ideas in the book on personal leadership, getting to peak health, balancing work and family and having a lot more fun on the journey of life. Q: Why this book and why now? A: Because we need real leaders. Companies that we used to believe in have gone bankrupt or been bailed out. Leaders we used to admire have lost face. We need to restore the leadership values that made us great. And it starts with every one of us leading ourselves. We all have that power. It's time to reconnect with it. From Publishers Weekly Iraq War vet Blake Davis is working a dull job at a bookstore when he's confronted by an eccentric stranger, one Tommy Flinn, who claims to have known his father and wants to mentor Blake. Thus begins this contrived, faux-inspirational leadership parable from Sharma (The Monk Who Sold His Ferrari). Making the lackluster argument that everyone in an organization has to be a leader, not just the CEO, Tommy schools Blake in the way of the hackneyed Leading Without a Title philosophy. As Blake encounters such saccharine caricatures as Anna, a self-actualized hotel housekeeper; Jackson Chan, a CEO-turned gardener; and Jet Brisley, a superstar massage therapist, he learns that by changing his attitude, he can change his life. Though this message will hit home with magical-thinking acolytes; Blake crows on the first page, The principles and tools you'll discover will automatically cause your career to fly, your happiness to soar, and your absolute best to fully express itself; awkward writing and abundant platitudes make it of little benefit to readers looking for serious leadership advice. (Mar.) Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved. Unknown "The Leader Who Had No Title by Robin Sharma is ...filled with good advice on how stand out as a worker, no matter what your position may be." Bookviews