

## Waldo Waldman

Leadership Expert and Former Air Force Fighter Pilot

### Motivational Keynotes

#### Peak Performance Seminars

- Leadership
- Teambuilding
- Sales

### NEVER FLY SOLO!

#### The Power of Partnership to Reach New Heights in Business

Flying solo? You might think so. But take a good look around. You have support staff. You have managers. You have suppliers, vendors, and distributors. And you have colleagues, family members and significant others. By placing your trust in those around you, you can *overcome obstacles*, *adapt to change*, and *break performance barriers* during adverse times. By placing your trust in your wingmen and by being a wingman to others, there is no mission you can't complete!

Lt. Col. Rob "Waldo" Waldman, *The Wingman*, overcame a lifelong battle with claustrophobia and a fear of heights to become a combat decorated Air Force fighter pilot and highly successful businessman, entrepreneur, and *The New York Times* best-selling author. His motto is Winners Never Fly Solo! Through his captivating personal stories and high energy videos, learn how you, like a fighter pilot, can succeed in highly competitive and demanding environments.

Discover how to *prepare diligently for every mission; employ loyal wingmen to promote integrity and trust; and lead your team with courage, compassion and conviction*. Be inspired to take to the skies knowing that you have wingmen to help you face challenges and change with confidence while maximizing your potential in all aspects of your life.

**WINGMAN LEADERSHIP: Building a Corporate Culture of Courage & Mutual Support** Assist in creating a collaborative culture of trust, commitment, and mutual support that will promote growth, adapting to change, and innovation. A focus will be on core values, accountability, open communication, and teamwork.

#### KEY DELIVERABLES:

- *Instill a "One Team-One Mission" climate of team ownership so that every leader feels fully accountable for the success of the mission. Transformational leaders never fly solo.*
- *Share tools that can motivate the members of your leadership team and their staff to collaborate more effectively, adapt to change, and face adversity and conflict with courage.*
- *Assess leadership strengths and weaknesses and learn tactics for personal and professional growth that will give additional leverage for building high-performance teams.*

The key to building a high-powered organization that encourages **innovative thinking, loyalty to the mission, effective communication**, and a relentless **commitment to excellence** lies with its leadership. In this high-energy program, Lt. Col. Rob "Waldo" Waldman highlights the difference between managing others and *leading* them to be responsible, empowered and confident wingmen. What results is a more productive and efficient organization with superior morale that can rapidly overcome challenges and competition both internally and externally.

Waldo will discuss proven leadership principals based on his experience as an AF Academy graduate, decorated fighter pilot, and seasoned businessman. *A relentless passion for the mission, dedicated teamwork*, and a *commitment to excellence* are a few key elements of this engaging and highly interactive seminar. Attendees will learn leadership tools based on four key modules:

1. **Attitude of Excellence:** In order to facilitate change and transformation, a leader must first believe in the mission and be fully committed to personal and professional growth.
2. **Shared Vision** - Every wingman must know exactly what they are fighting for and where they are headed. Not only must they be committed to the mission, but they must also understand exactly how their unique role is essential to the organization's success.
3. **Values Based Culture** - Integrity, accountability, service, and teamwork serve as the foundation for all relationships between employees, partners, and clients.
4. **Effective Communication** - Leaders must listen empathetically and communicate with respect. Most importantly, they should *command excellence* from each other and not demand it. Leaders promote open dialogue and create an environment where mission critical feedback and constructive conflict is appreciated and expected.

## **MISSION OVERVIEW**

### **I. WINGMAN ATTITUDE:** *"Belief Drives Passion. Passion Fuels Commitment"*

1. *Push it up!* Always be committed to take action and give 100%.
2. To expand, a leader must be willing to step outside of their comfort zone.
3. What gives meaning to your mission?
4. *You Have the Aircraft!* Accountability means you're in charge of results.
5. *You're Always on Parade* – You set the tone and lead the way.
6. A high-performance culture: each teammate is fully dependable and trustworthy, even when challenges and obstacles arise.

### **II. VISION:** *"Beware of Distractions Disguised as Opportunities"*

1. Keep focused on long-term target/objective and what you're fighting for.
2. *Share your vision* - How do you see the world and your responsibilities?
3. Set expectations & be consistent - let others know your expectations.
4. How do your wingmen see you? Are you the same in and out of work?
5. Learn your wingmen's vision – find out where they want to go and see the world through their eyes before asking them to commit to your vision.

### **III. VALUES:** *"To get to the head, go through the heart."*

1. Core Values: The foundation for building a personal & professional culture

2. Watch for "Over-G's." Small cracks in integrity lead to big cracks. How do you create a culture of courage where people will admit their mistakes?
3. Honor your word, keep commitments, and admit when you're wrong.
4. **Leaders Lift:** Be an encourager. Value employees as people first, and as employees second. Lead from the heart first, then the head.
5. **Service Before Self**– Do you truly serve your employees?
6. **Check Six**– Leaders have blind spots yet need a 360-degree perspective of their operating environment. Who's got your back?

**IV. COMMUNICATION:** *"It's not what you say or do, it's what they perceive."*

1. **Break Left!**– Monitor your wingmen and call out obstacles. Will they listen to you when it really counts? Are you willing to be told what you need to hear and not what you want to hear?
  2. **Listen**– Your wingmen must be willing to come to you for help. They will go the extra mile when they know you care.
  3. **Walk the Flight Line**– Appreciate the unsung heroes of your group. Get out and connect with your troops. Ask questions and be approachable
  4. **Brief and De-Brief every mission** - Follow-up and Follow-through. Pass on lessons learned to organization.
  5. **Recognize and reward** your *Top Guns* – They are your future leaders.
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