

## Steve St. Pierre's One Minute Confidence ("C") Tip

**The C Tip** is an insight that will inspire, educate and/or make us think about our lives differently. Give yourself a gift of the next minute to enjoy this message. (If you get something out of it...share it by forwarding to someone you care about.)

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*The Serving Leader: The Theory*<sup>i</sup>

Before launching into the actions a serving leader must take, Jennings and Stahl-Wert first give readers a glimpse of what servant leadership entails by introducing the main character, Mike, to the topic. In the novel, Mike meets with the CEOs of his dad's company who explain to him the incredible breakthroughs they have seen upon implementing a servant leadership philosophy. One of the CEOs is Ali, a "social entrepreneur," or someone who approaches "social sector needs with entrepreneurial and capitalist-generating strategies" (10). Ali enthusiastically explains, "We've seen for-profit companies accelerate past their peers, nonprofit organizations work much more effectively, and churches have gotten members off the pews and into high-impact work in the community...A new kind of leader is getting this done" (12).

So what exactly is servant leadership? The serving leader philosophy focuses on what a leader does to support and serve individuals, teams, and organizations (hence the word "serving"). The serving leader's primary goal is to help everyone else succeed. It is a non-traditional approach to leadership. While leaders have been typically thought to sit at the top of the pyramid, the servant leader remains at the bottom of the pyramid, allowing the team, businesses, and communities to climb above. In the theoretical pyramid, "The Serving Leader is down here unleashing the strengths, talents, and passions of those he or she serves. It works this way for a team of two, a business with a thousand employees, or a community of several million" (14).

Our job now, like Mike's, is to:

- Learn what Serving Leaders do and how their approach works.
- Use the upside-down pyramid to structure what we learn.

**Quote:**

"The *theory* of servant leadership is vital, but it's the *active Serving Leader* who makes the critical difference." – p13

Confidently yours,

Steve

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*The Serving Leader: 5 Powerful Actions That Will Transform Your Team, Your Business, and Your Community* is written by Ken Jennings, a “high-flying business consultant,” and John Stahl-Wert, a “genuine inner-city, non-profit champion.” The book “offers a unique ‘action approach’ to leading by serving others”. The book features a foreword by Ken Blanchard, co-author of *The One Minute Manager*, *Raving Fans*, *Whale Done!*, and more. (San Francisco, CA: Berrett-Koehler Publishers, Inc., 2004). Ken Jennings and John Stahl-Wert are not affiliated with LPL Financial.

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