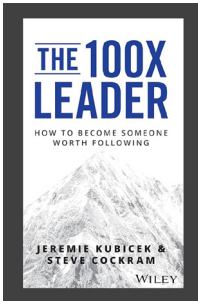




## CHAPTER ONE: CHOOSING TO CLIMB



The number 100 means reaching 100% of a person's desired **health** or personal **transformation**, encompassing their emotional intelligence, mental ability, and holistic leadership strength and effectiveness.

And the X in 100X? The X stands for **multiplication** – the intentional transfer of knowledge, wisdom, and skills to those you lead.

To do that well, you must become well-rounded in three fundamental areas of your life. You will need to:

- **BECOME** a leader worth following; not one people must follow because of a job or just because you are their boss.
  - **BUILD** leaders worth following; because every organization needs much stronger leaders to be able to sustain and grow.
  - **LEAD** organizations (or cultures) that people want to join. People have a choice, and we will help you create teams and organizations that people want to attach their names to.
- .....

## CHAPTER TWO: BECOMING A SHERPA LEADER

Someone who has climbed their own mountain, learned how to lead themselves, and can thrive in higher altitudes while helping other people climb up the same mountain.

Figuratively speaking, the making of a Sherpa is the making of the 100X leader who must learn all of the technical aspects of leading, from **communications** to **performance management** to **alignment and execution** to dealing with people on every level. **IT ALL STARTS WITH YOU! YOU CAN'T GIVE WHAT YOU CAN'T POSSESS.**



### OVERCOMING YOUR INHIBITIONS

*"Being prohibited is to be told you cannot do something by someone else who has authority. Being inhibited is you telling yourself that you cannot do something."*

Most people think they are prohibited when they are actually inhibited.

### DEALING WITH SELF-PRESERVATION

1. What am I afraid of **LOSING**?
2. What am I trying to **HIDE**?
3. What am I trying to **PROVE**? To whom?

Put another way, self-preservation is the overprotection of what you are afraid of losing. When you overprotect, you tend to lose what you were afraid of losing in the first place.

# CHAPTER THREE: YOUR ULTIMATE TEST (SUPPORT AND CHALLENGE)



A Sherpa liberates others only after they have liberated themselves. They then focus on helping others get to the higher levels that they have experienced. When they do, their influence and reputation grows with them.

---

# CHAPTER FOUR: KNOW YOURSELF TO LEAD YOURSELF

## The Journey of Self-Awareness

