













# Lessons From Sears

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# Lessons From Sears

Size does not guarantee success

Listen to your customer, or they will abandon you

Innovate continually to survive

It is easy to lose your identity

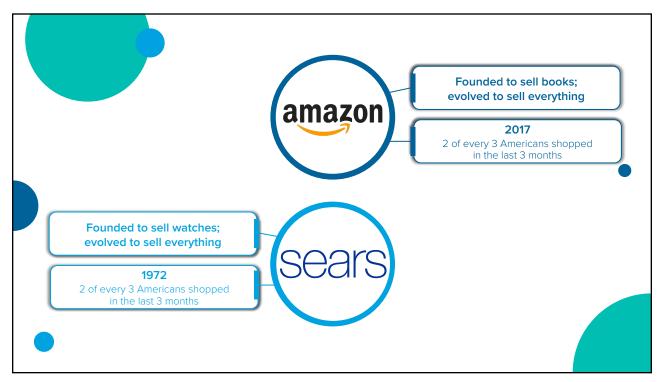


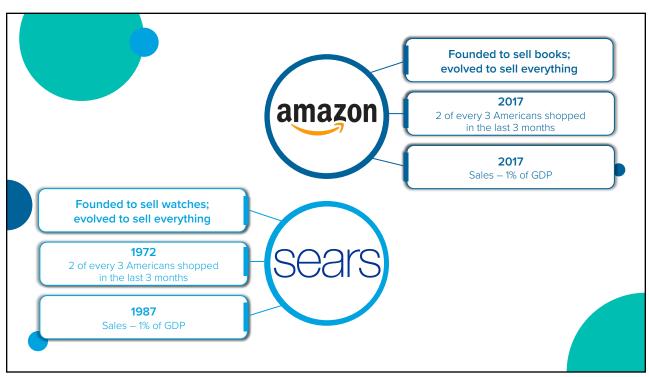




#### Beyond the Bottom Line | Leading with Purpose

March 26, 2024





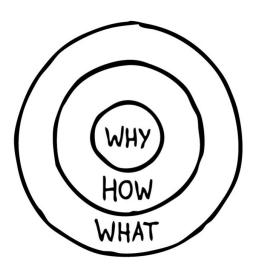
# Jeff Bezos Former CEO of Amazon

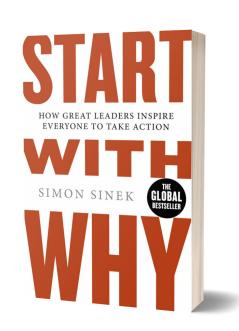
"The only thing that's disruptive is customer adoption. If you can invent a better way, and if customers agree that it's a better way, then they will use that."



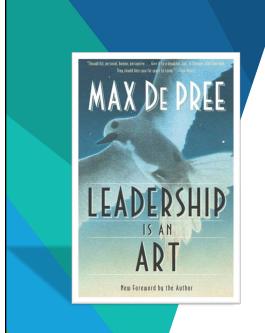


#### **Start With Why**



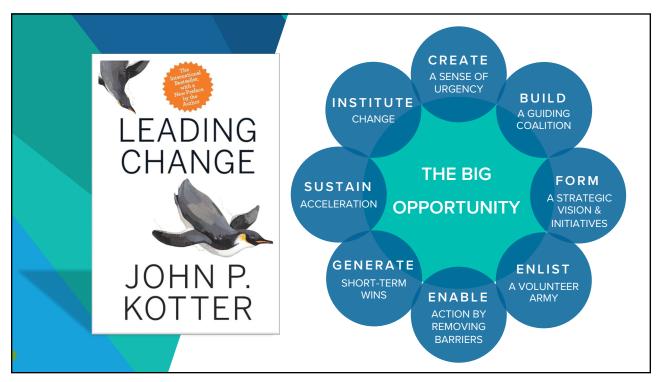


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"The first responsibility of a leader is to **define reality.** The last is to **say thank you.** In between the two, the leader must **become a servant.**"

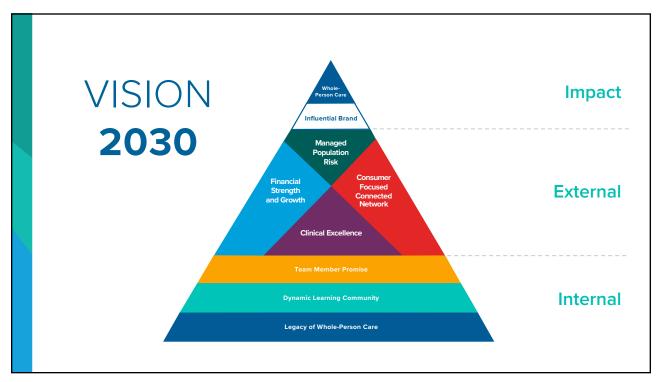
— Max De Pree
Leadership is an Art

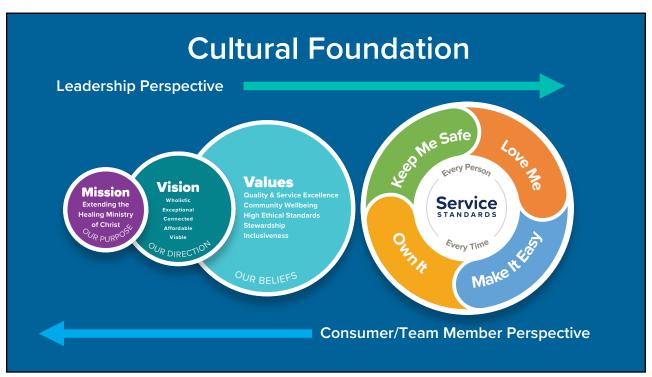




# Leadership is the art of shepherding a team towards a better future.









# What is the difference between **Leadership** and **Management**?

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Management is coordinating people, processes, and resources toward predictable outcomes.

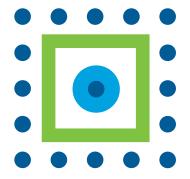




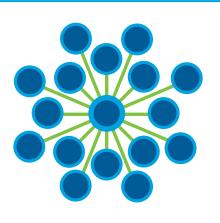








### ABUNDANCE THINKING



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## SCARCITY THINKING

Believes Times are Tough
Believes the Pie is Shrinking
Thinks Small and Avoids Risk
Fears Change
Resents Competition
Afraid of Being Replaced
Competes to Stay on Top
Hoards Things from Others
Won't Share Knowledge
Won't Offer Help to Others

### ABUNDANCE THINKING

Strives to Grow
Believes the Pie is Growing
Thinks Big and Embraces Risk
Takes Ownership of Change
Trusts and Builds Rapport
Welcomes Competition
Collaborates to Stay on Top
Generous with Others
Shares Knowledge
Freely Offers Help to Others



Serenity Prayer

God grant me the serenity
to accept the things I cannot change;
courage to change the things I can;
and wisdom to know the difference.

Amen.



**Extending the Healing Ministry of Christ**