



## 4 Steps to Managing Anyone

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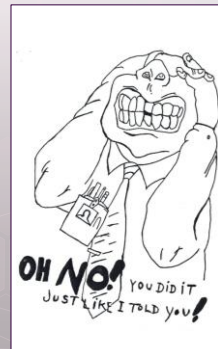


### What is Trust?

- **A:** Assured reliance on character, ability, strength, or truth of someone or something.
- **B:** One in which confidence is placed.



To build trust, you need to be adept at the four basic steps of good management (plus two more!).



### Step One:

Be clear about what you want the person to do – if you're not clear, tell them that, and get clear.

2. Give them a reason to do what you want.

People want to know: "What's in it for me?"



3. Provide the tools and resources to do the job...so it is DOABLE.



4. Provide feedback—positive and corrective.

**The number one reason people leave their job is they don't feel appreciated.**



5. Include people as much as possible.

**The number two reason people leave their job is they don't feel "in" on things.**



## 6. Be Human



## Discourage gossip



**Thank you!**

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