



Power of Peers

‘Notable Quotables – taken from the book *THE POWER OF PEERS* – How The Company You Keep Drives Leadership, Growth, and Success

*If you want to **grow as an individual, become a better leader**, and prepare your organisation to meet the challenges of the future, simply step up your level of engagement with a group of peers you respect and who are committed to the same goals, and watch what happens!*

*“**Peer influence is evident in every stage of our life.** Kids follow their friends and mirror their older siblings. Teenagers group together in cliques that walk, talk, and dress alike. As we mature, we grow as individuals, yet our peers remain a powerful force in our lives. We’re all in this together. Whether it pertains to business or physical fitness, the more you surround yourself with peers who hold the same values and share the same goals, the more likely you are to accomplish those goals.”—Jesse Campanaro, CEO of Total Gym*

*If you want to go fast . . . go alone. **If you want to go far . . . go together.**—African prican proverb*

*Virgin Group Richard Branson once said, “Many people think that an entrepreneur is someone who operates alone, overcoming challenges and bringing his idea to market through sheer force of personality. This is completely inaccurate. Few entrepreneurs—scratch that: **almost no one—ever achieved anything worthwhile without help.**”*

*CEO peer advisory groups don’t study and analyse case histories from other organisations; they **work on their current issues and challenges in real time**,*

*Whether you want to double the size of your company or build an exit strategy, being around a **select group of people who share your commitment to success is a transformative experience.***

***No CEO, business owner, or organisational leader should ever have to go it alone.** While there are myriad resources available for CEOs who want to learn and grow, there’s no better way to combat the feeling of being lonely at the top than being part of a CEO group.*

*There's such a thing as a win-win, and **the whole can be greater than the sum of its parts.***

*Members must understand that they **can be vulnerable and that they will neither die nor be judged.***

*If you want to get the most out of your CEO peer advisory group, or any other relationship, for that matter, **regard vulnerability not as a weakness but as a strength. It takes courage to be vulnerable.***

*I'm not, and I would say that **nobody is, smart enough to have every answer to every question.***

*I want to have my **assumptions examined.** I want to have the way in which I look at things seen through other lenses, so that I might have greater clarity and a broader view.*

*Sometimes opening up to others through dialogue, with no expectation of reaching a decision of any kind, is **personally beneficial.** In these cases, people are not looking for a fix; they just want to be heard. For them, that's the positive outcome.*

*An informal review is structured around three basic questions: **What went well? What didn't go well? What's going to be done to get it fixed for next time?***

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