

"If you want to be successful, it is this simple. Know what you are doing, love what you are doing. And believe in what you are doing." -- Will Rogers

When Chad Smith became Principal Chief, the Cherokee Nation was a chaotic and dysfunctional entity. By the end of his tenure, 12 years later, the Nation had grown its assets from \$150 million to \$1.2 billion, increased business profits 2,000 percent, created 6,000 jobs, and dramatically advanced its education, language, and cultural preservation programs. How could one team influence such vast positive change? The Cherokee Nation's dramatic transformation was the result of Smith's principle-based leadership approach and his unique "Point A to Point B model"--the simple but profound idea that the more you focus on the final goal, the more you will accomplish . . . and the more you will learn along the way. In other words, "look at the end rather than getting caught up in tanglefoot." In *Leadership Lessons from the Cherokee Nation*, Smith combines Cherokee wisdom handed down from generation to generation with a smart leadership approach that takes today's very real issues into consideration. He explains why this leadership approach works and how you can apply it to your own organization, whether business, government, or nonprofit. Learn all the lessons that drive powerful leadership, including how to: Be a lifelong learner Solve problems with creativity and innovation Recruit and develop strong leaders Delegate wisely Act with integrity and dignity Don't be distracted from your objective Lead by example More than a simple how-to leadership guide, *Leadership Lessons from the Cherokee Nation* offers a holistic approach to the subject--how to become a powerful leader inside and direct your energy outward to accomplish any goal you set your mind to. Praise for *Leadership Lessons from the Cherokee Nation*: "These are lessons that can be applied to every organization. Principal Chief Smith's book on leadership is sound and provides steps for every business and organization to improve." -- Frank Keating, President and CEO, American Bankers Association, and former Governor of Oklahoma "An indelible chronicling of time-proven elements for tribal and organizational success; just as applicable today as they were a thousand years ago." -- Jay Hannah, Cherokee Citizen, Executive Vice President of Financial Service, BancFirst, and former Chairman of the 1999 Cherokee Constitution Convention "A remarkable account of how the Cherokee Nation reached a pinnacle of success by incorporating common elements of planning, group action, and sharing credit for that success." -- Ross Swimmer, former Principal Chief of the Cherokee Nation 1975-1985 and former Assistant Secretary for Indian Affairs, US Department of the Interior "Chief Smith shares stories with lessons that work in business; it is not where we are, but where we aspire to go that counts." -- Harold Hamm, Chairman and CEO, Continental Resources, Inc. "Chief Smith shares from a Cherokee perspective how to get from where you are to where you want to go." -- Archie Dunham, Independent Non-Executive Chairman, Chesapeake Energy, and former Chairman, ConocoPhillips "Outlines the reasons for the Nation's amazing growth and stability during [Chief Smith's] term. His principles of organization, leadership, and caring make sense; they work in all organizations." -- David Tippeconnic, CEO, Arrow-Magnolia International, Inc., and former President and CEO, CITGO Petroleum Corp.