

BY INTERNATIONAL BESTSELLING AUTHOR ROBIN SHARMA

THE  
LEAD WITHOUT A TITLE  
MANIFESTO

**HELPING YOU LEAD WITHOUT A TITLE**

***“Leadership is less about the position you hold than the influence you have. It's about doing world-class work, playing at your peak, and leaving people better than you found them. It's about Leading Without a Title.”***

~ Robin Sharma

We are all faced with a mission-critical choice: start to make the Lead Without a Title philosophy a deep part of your way of being, or do nothing and experience zero transformation.

This eBook is full of inspirational quotes based on the international bestselling *The Leader Who Had No Title*. It will help you see and experience real and lasting results at work and in your life.

Think big.  
Start small.  
Begin now.

Leadership is no longer about  
position – but passion.  
It's no longer about image  
but impact.  
This is Leadership 2.0

It's up to you.  
Mastery or mediocrity?  
Excellence or insignificance?  
It's up to you.

Remember the 90 Second Rule:  
Act on a good idea or great  
opportunity within 90 seconds.  
Before the voice of fear  
begins to take over.

A Formula For Success:  
A vision that moves you  
+ Constant innovation  
+ Daily action

Let's not confuse breathing  
With really living.



Leadership begins and ends  
with 3 words:  
Absolute Personal Responsibility

Best way to improve the world  
Is to improve yourself.

The only competition  
worth focusing on  
is against  
what you were yesterday.

Victims make excuses.  
Leaders deliver results.

There are no ordinary people.  
Just people choosing to play  
at ordinary.

At the foundation of Mastery  
lies simplicity.  
Doing just a few things  
spectacularly well.

Expecting your dreams to come true without doing daily acts to make them happen is like hoping for a big harvest – but planting zero seeds.

Amazing how far you will get  
just by staying with something  
long enough.

Too many people's fears are  
bigger than their faith.



When your devotion to doing great work is larger than your dedication to fortune and fame, your career will explode into high success.

Here's a question Leaders Without  
a Title ask everyday:

How can I help you?

Leadership is about seeing  
the best in people  
who've never seen  
the best in themselves.

A failure  
is only a failure  
if you choose to view it  
as a failure.

What would you do today  
if you had a deep knowing  
that it was impossible to fail?

Genius is not the result of innate ability but deliberate practice and the relentless pursuit of Mastery.

Who I'm becoming  
is far more important  
than what I own.

The first step to change  
is taking the first step.



The things that you schedule  
are the things that get done.

The thoughts  
that you think today  
determine the results  
you'll see tomorrow.

Hard times are nothing more than opportunities for you to be heroic.

Passion is the secret sauce  
that makes the impossible  
probable.

The way you do the little things  
is the way you'll do the big things.  
Everything matters.

Define your success  
not by the things you have  
but by the value you create.

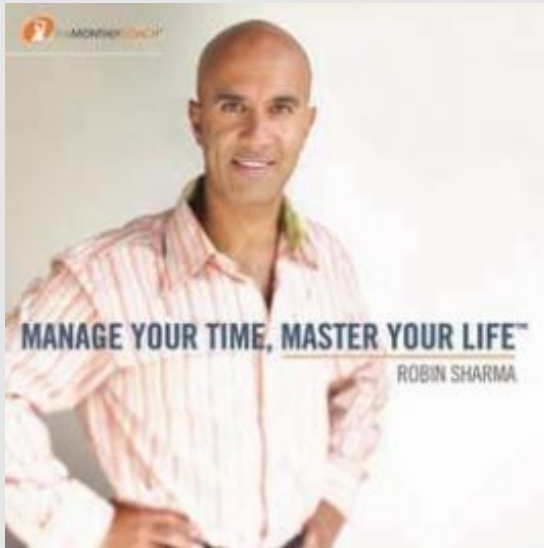
How elegantly you manage  
disappointment will determine  
how quickly you'll  
experience success.

The greatest crime against  
humanity is playing small with  
your life.



Your next level of resistance  
carries your next level of growth  
and excellence.

One of the simplest and best  
tactics for leadership and success:  
Few things at Mastery  
versus many things at mediocrity.



# FEATURED RESOURCE

## MANAGE YOUR TIME, MASTER YOUR LIFE

*Manage Your Time, Master Your Life* is a powerful course in managing your most valuable resource - time.

This downloadable audio program takes you through the tools used by elite performers to get more done in a month than the rest of us do in a year.

### **You will learn:**

- How to make the Law of Linkage work for you
- The special program that tripled one client's revenue in just three months
- The system that Robin and his client's use to lead extraordinary lives

[Click here to conquer the clock and start to make time work in your favor again.](#)

The smallest of actions  
is better than  
the noblest of intentions.

Be the Mick Jagger of the  
mailroom, the Warren Buffet  
of bookkeeping and the Bono  
of stapler selling.

You can't create an outerlife that's more excellent than the quality of your inner life. Outer leadership begins with self-leadership.

You become who you  
drink coffee with.  
So associate with  
world-class people.

Doing genius-level work  
is the best form of marketing.



To Lead Without A Title  
is to dedicate yourself to creating  
a rich and constant stream of  
value for every person you  
get to serve.

The impossible  
is often simply  
the unexplored.

Adversity introduces us to  
resources we didn't know we had  
and muscles we never  
knew existed.

What makes genius  
isn't just the big idea  
but the brilliant execution  
to advance it.

As you reflect back over your life,  
ask this powerful question:

Could I have done more?

If yes, do more now.

Life is too short to play small.

Be successful.  
Even more importantly...  
Be significant.

The conversations  
you are resisting  
are the conversations  
you need to be having.



To be able to see  
the good in others,  
start with seeing  
the good in yourself.

Focus on your fears and  
you'll get to live them.

Practicing your weakness  
just makes them stronger.

Smarter to be interested  
than interesting.

Run your own race.

Who cares what others are doing?

Only question to ask yourself is

“Am I progressing?”

You can't afford  
the violence of negativity.  
Stand up...and be the most  
inspiring person you know.

Eat to win.

Lots of people are digging their graves with their mouths.

Lucky breaks are nothing more than the unexpected rewards for intelligent choices.



Be a minimalist.  
Less is more.  
Focus on the best  
- release the rest.

What would today  
need to look like  
to be your best day  
of the year so far?

Genius resides in seeing what everyone's seeing yet thinking what no one's thinking.

To live for a cause  
bigger than yourself  
is to really learn to live.

Leaders get that life  
owes them zero.  
They know they owe life.

If you try  
you might  
but if you don't  
you won't.

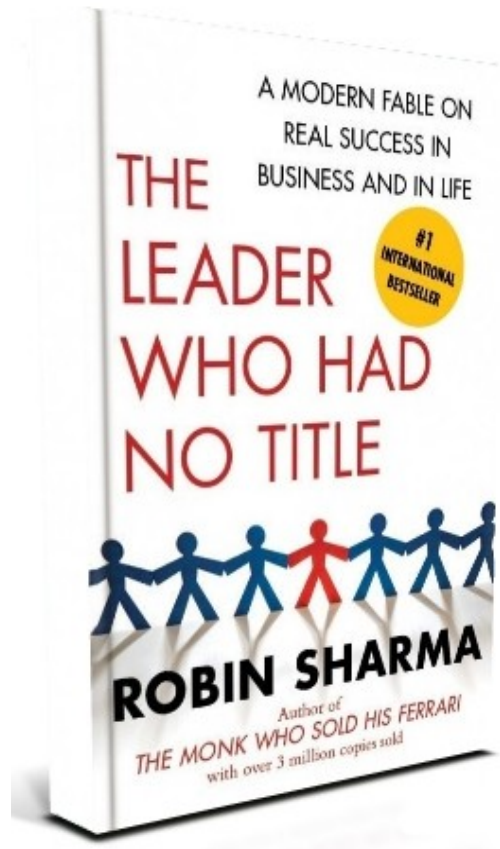
Work hard.  
Industry stands  
at the foundation  
of Mastery.

The journey of life  
is nothing more than basic  
training at expressing your  
absolute brilliance.



One eye on the moment  
and the other on the mountaintop  
is the mark of the  
Leader Without A Title.

Leadership isn't just about doing the work. It's about doing the work greatly. Quality trumps busy.



## THE LEADER WHO HAD NO TITLE

*A Modern Fable on Real Success in Business and in Life*

***"If you want to operate at the level of 'WOW!' be an exceptional leader, and live life 'full out', buy this book."***

Darren Hardy, publisher, *SUCCESS* magazine

### **In The Leader Who Had No Title, You Will Learn:**

- How to work with and influence people like a superstar, regardless of your position
- The real secrets of intense innovation
- An instant strategy to build a great team and become a "merchant of wow" with your customers
- Hard-hitting tactics to become mentally strong and physically tough enough to lead your field
- Real-world ways to defeat stress, build an unbeatable mind-set, unleash energy, and balance your personal life

Regardless of what you do within your organization and the current circumstances of your life, the single most important fact is that you have the power to show leadership.

**[Pick Up Your Copy Now](#)**

**amazon.com**

Success is driven via evolution versus revolution. Small daily innovations stack up into stunning results over the passage of time.

Critics are a dime a dozen.  
Real encouragers are  
one in a million.  
Be one.

To get what the best get,  
do what the best do.

Hard work is the  
opening act for a  
headliner called  
Success.

Leadership is about  
what you do  
when no one's watching.



A time of no challenges and problems is a time of no advancement and growth.

The creativity and excellence  
in you aches for expression.  
To stifle it is to suffocate who  
you truly are.

Driving faster  
along the wrong road  
slows you down.

The more we have the eyes to see  
the awesome genius that lives in  
every one around us, the more  
humble we become.

A great business is built  
one conversation, one innovation  
and day of outright excellence  
at a time.

Planning is profound.

How can you accomplish what's most important if you have no idea what's most important.

When you do your work in the spirit of uncommon helpfulness and dazzling sincerity, doors you never knew existed fly wide open.

The best leaders honor their commitments. And keep their promises. Standing for your word isn't soft. It's hard.



Build a zero-excuse zone  
that radiates 5 feet around you.  
Watch what happens to your  
career – and life – success.

Be so stunningly great  
at what you do people call you  
virtuoso when you leave the room.

Overlook people's weaknesses.  
Celebrate people's strengths; they  
will then step into the space of  
greatness you've opened up for  
them.

Smart leaders show up on time.  
The best leaders show up early.

The less you worry about being successful and the more you devote to doing genius-level work, the more successful you'll become.

Leading Without a Title  
is about developing  
an aching need to  
make things better.

Leadership is about a fierce adherence to a vision while everyone around you thinks you're wasting your time.

Leadership is about the care  
and feeding of your  
highest commitments.



Any resistance you feel  
when seeing someone else's  
success is the very block keeping  
you from your highest success.

Make your personal opinion  
far more influential on you  
than public opinion.

You can't have all you want  
if you are focusing  
on all you don't have.

Pleasure comes from  
getting nice things.  
Fulfillment comes from  
doing great things.

Victims blame fate.  
Leaders own that they are the  
scriptwriters of their lives.

What you speak more of  
you will see more of.

Leadership is a bold stand  
for being your absolute best.

Mess creates stress.



One of the best investments you will ever make is a staggering investment in relationships.

A customer complaint  
is nothing more than a gorgeous  
opportunity to wow someone.

Challenges are life's way of introducing you to an even bigger version of you.

There's a lot less competition  
out on the extra mile.

Every 60-minutes ask yourself:

“What’s the most valuable thing for me to do right now?”

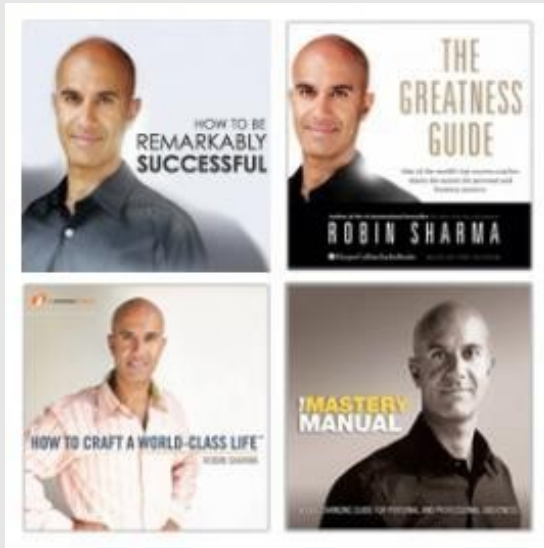
A great dream  
without a great team  
is worthless.

Stop reciting your problems  
and start presenting your solutions.

We all wish we had more time  
yet we waste the time we have.



Every great finish  
was once a simple beginning.  
Start now.



# FEATURED RESOURCE

## THE DNA OF LEADERSHIP BUNDLE

A results oriented digital bundle that you can download instantly.

### **This High-Performance bundle includes:**

- How To Be Remarkably Successful - 2-hour Audio Program
- The Greatness Guide - Audio Download
- How to Craft a World-Class Life - Audio Download
- BONUS GIFT: The Mastery Manual - Downloadable Book

Success isn't something that we stumble upon – it's learned. Discover the hard-hitting techniques that Robin Sharma uses to have a remarkable life.

It's time to start playing at your absolute best.

[Click here now to take your life to the next level of success that you know you deserve.](#)



## About the Author

Robin Sharma is the globally celebrated author of 11 international bestselling books on leadership including ***The Leader Who Had No Title***, the phenomenal #1 blockbuster that is inspiring a movement around the idea that “Now, anyone - in any organization - can show Leadership”.

His work has been published in over 60 countries and in nearly 70 languages, making him one of the most widely read authors in the world. He shot to fame with *The Monk Who Sold His Ferrari*, which has topped international bestseller lists and sold millions of copies.

Robin is the founder of Sharma Leadership International Inc., a global consultancy that helps people in organizations Lead Without a Title. Clients comprise of many of the FORTUNE 500 including Microsoft, GE, NIKE, FedEx and IBM. Organizations such as NASA, IMD Business School, Yale University and The Young President's Organization are also SLI clients. Robin is a former litigation lawyer who holds two law degrees including a Masters of Law (Dalhousie Law School).

**To book Robin to speak at your next event or to run a seminar for your company, please contact him at:**

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