

# Business Insights

**A high-performing team needs pivotal leaders who work with the key influencers in the business to drive performance.**

To discuss how we can help you reach your business ambitions, contact ASB [here](#) and KPMG [here](#).

## Leading the way



**Leadership is about influencing**

Pivotal leaders bring a rhythm to the business, a constant intensity and a relentless focus on culture and performance. Leaders are the central figures that create, maintain and nurture the culture that flows through the organisation.

Leaders need to inspire the next generation to 'build it better'. You can create an environment now that future leaders can build upon and improve. Your leadership team needs to be dynamic and agile, adopting and reinforcing a mind-set of innovation.

### ASK YOURSELF



**Who in your organisation excels at leading change and why are they effective?**



**What can you do now to encourage your team to 'build it better'?**



**Collective strength**

Although it is important to have a clear leader you need your team to collaborate with each other and your leadership team so that insights are not lost.

Collaboration is critical to maintaining pace in a competitive environment as you do not have the time to be an expert on everything. Focusing too much effort on areas that could be easily outsourced (accounting, recruitment, IT etc.) will prevent you from focusing on your strengths and competitive edge – the areas which add the most value.

Leaders connect the dots, they open networks for their team and encourage them to seek out experts.

### ASK YOURSELF



**Who can help solve my most complex problems?**



**Who can I help with what I have learnt?**