

THE MINDSET OF A LEADER

Science-Based Techniques to Make You a More Effective Leader



Speaker | Professor | CNN Contributor
Jamie@JamieTurner.Live

**HOW YOU DREW THE LETTER Q
HELPS IMPROVE SELF-AWARENESS**

IF YOU DREW THE Q SO THAT YOU CAN READ IT:

- You are self-focused (which is not as bad as it sounds)
- You are the same person in different situations.
- You are guided by your own values rather than the needs of others.
- You pride yourself on being straight with people.
- You're not very good at lying, but you are good at detecting lies in others.



IF YOU DREW THE LETTER Q SO THAT OTHERS CAN READ IT:

- You are other focused.
- You are more concerned about how other people see you.
- You're happier being the focus of other people's attention and can adapt your behavior to suit the situation in which you find yourself.
- You are probably skilled at influencing the way other people see you.
- You might be good at lying, but not very good at detecting lies.



KEY POINT:

**SELF-AWARENESS IS THE STARTING
POINT FOR BETTER LEADERSHIP**

IMPROVING YOUR SELF AWARENESS



 Share result

 Hide slice



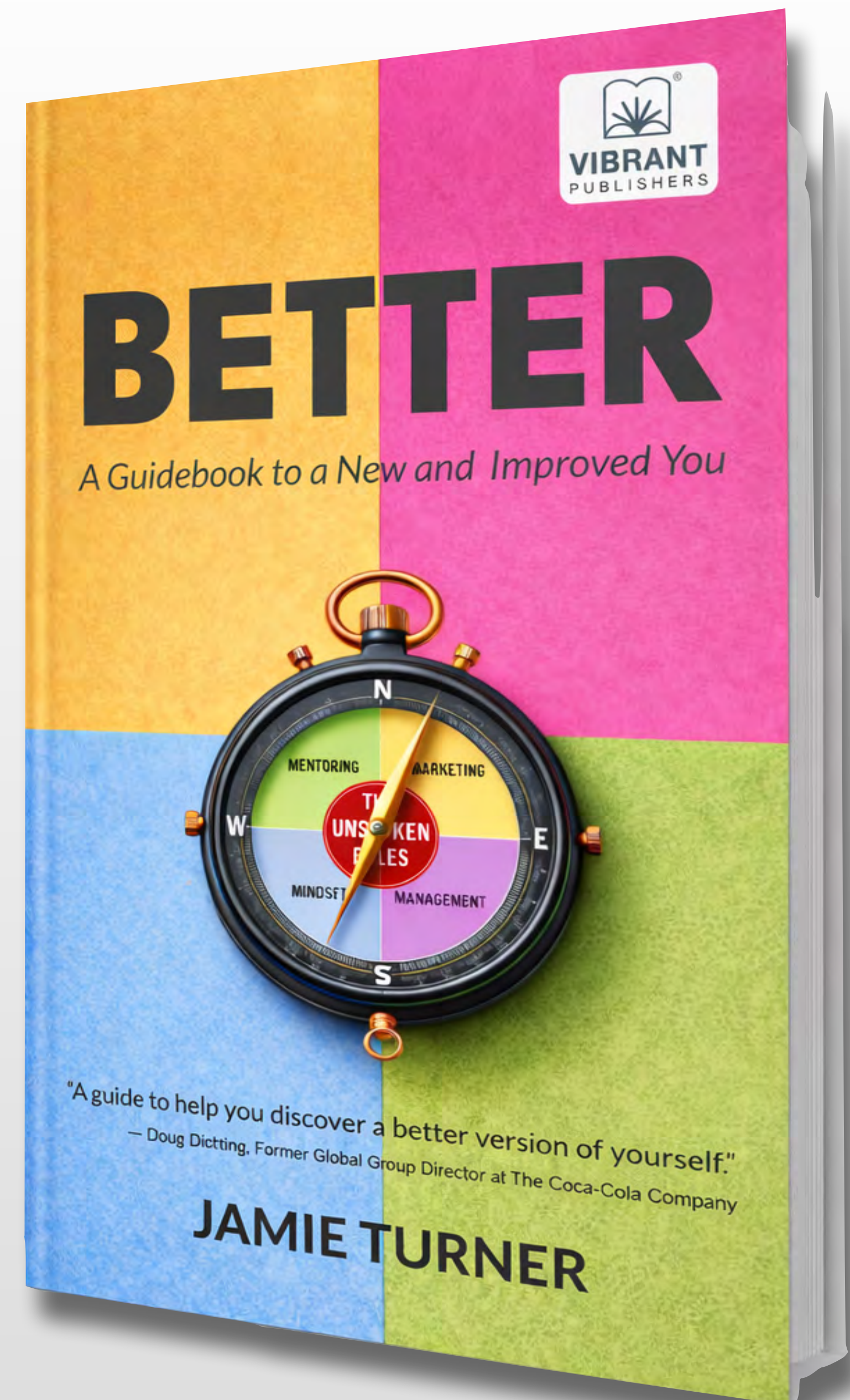
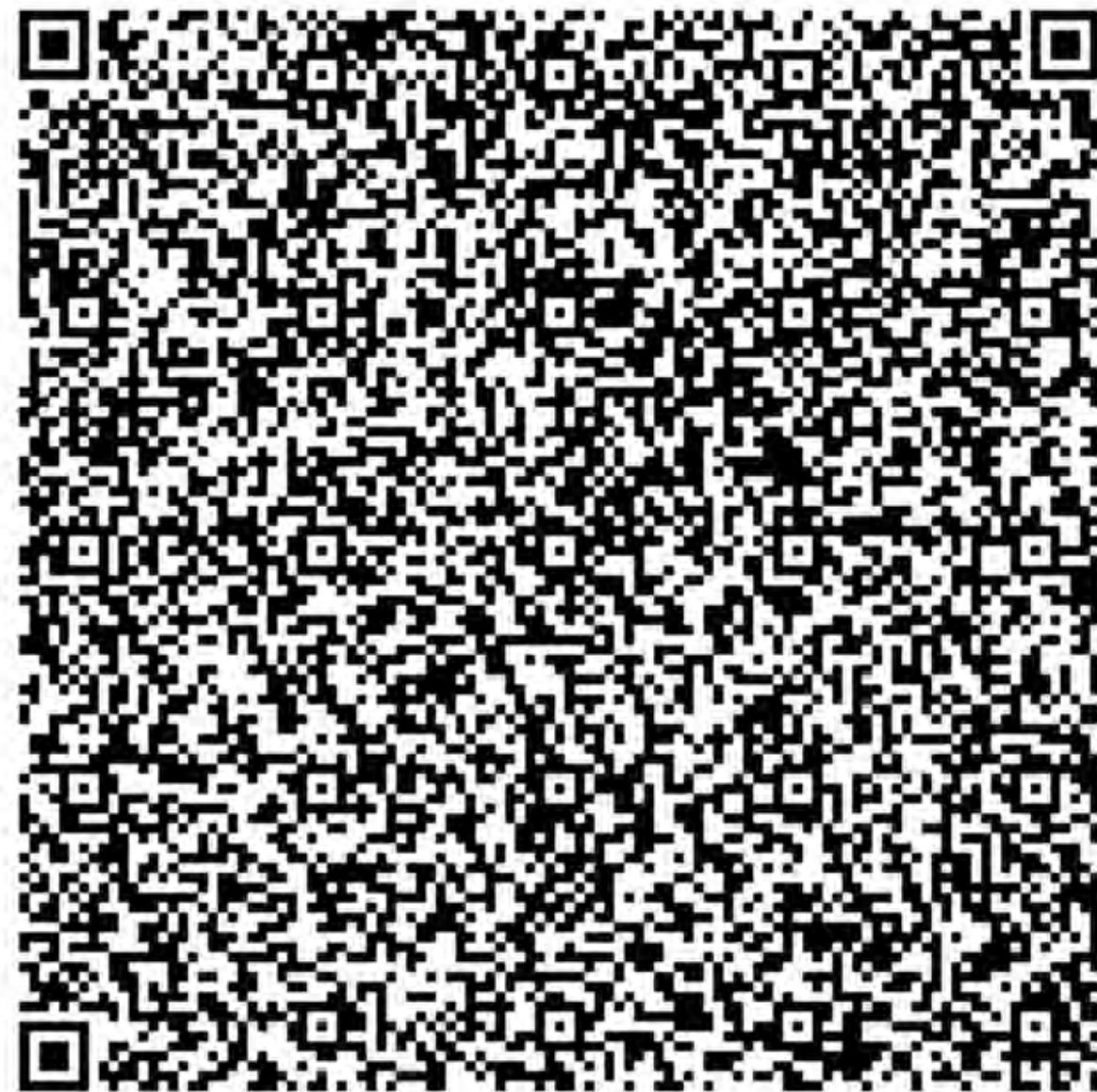
LET'S TALK ABOUT OUR JOURNEY TODAY

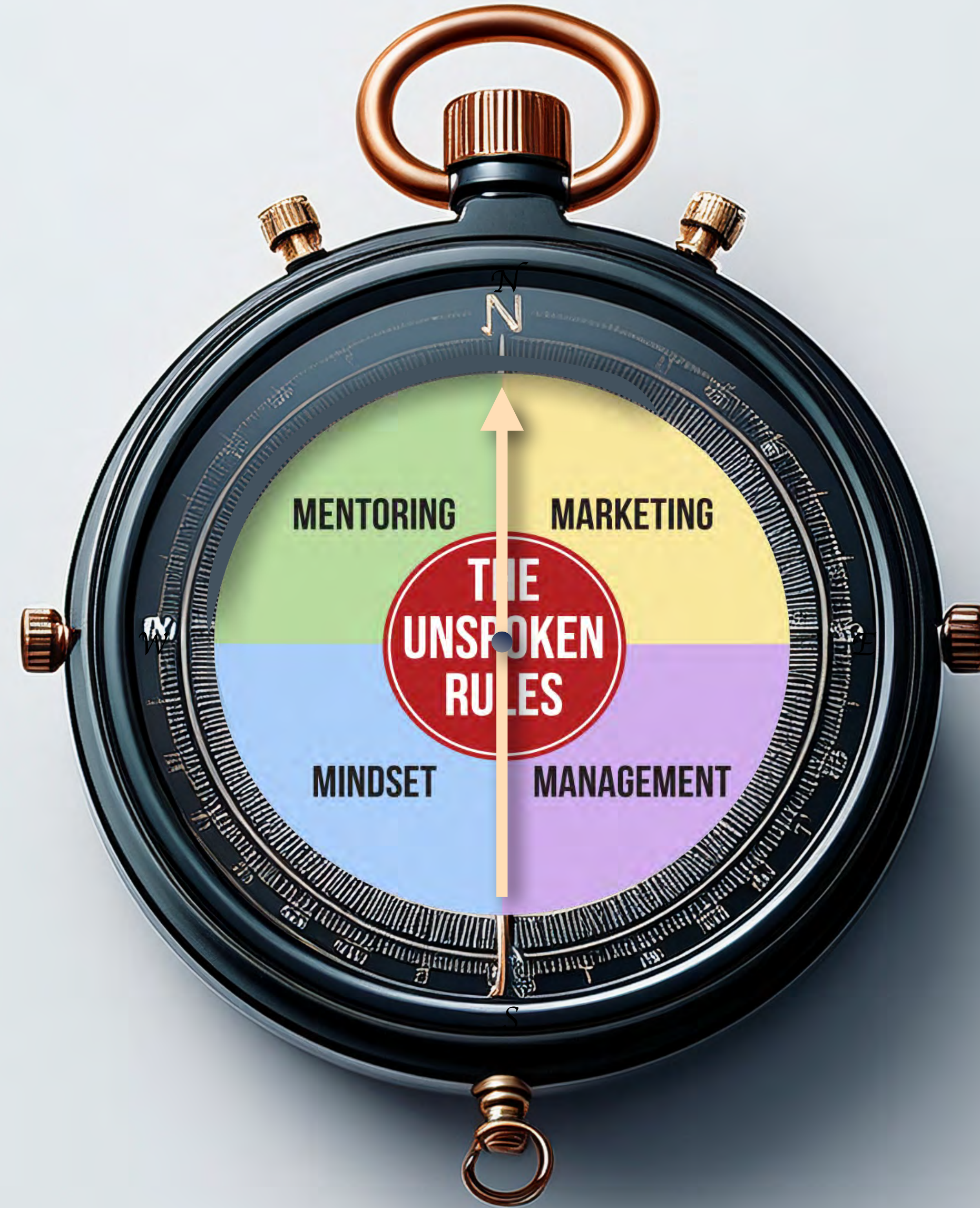


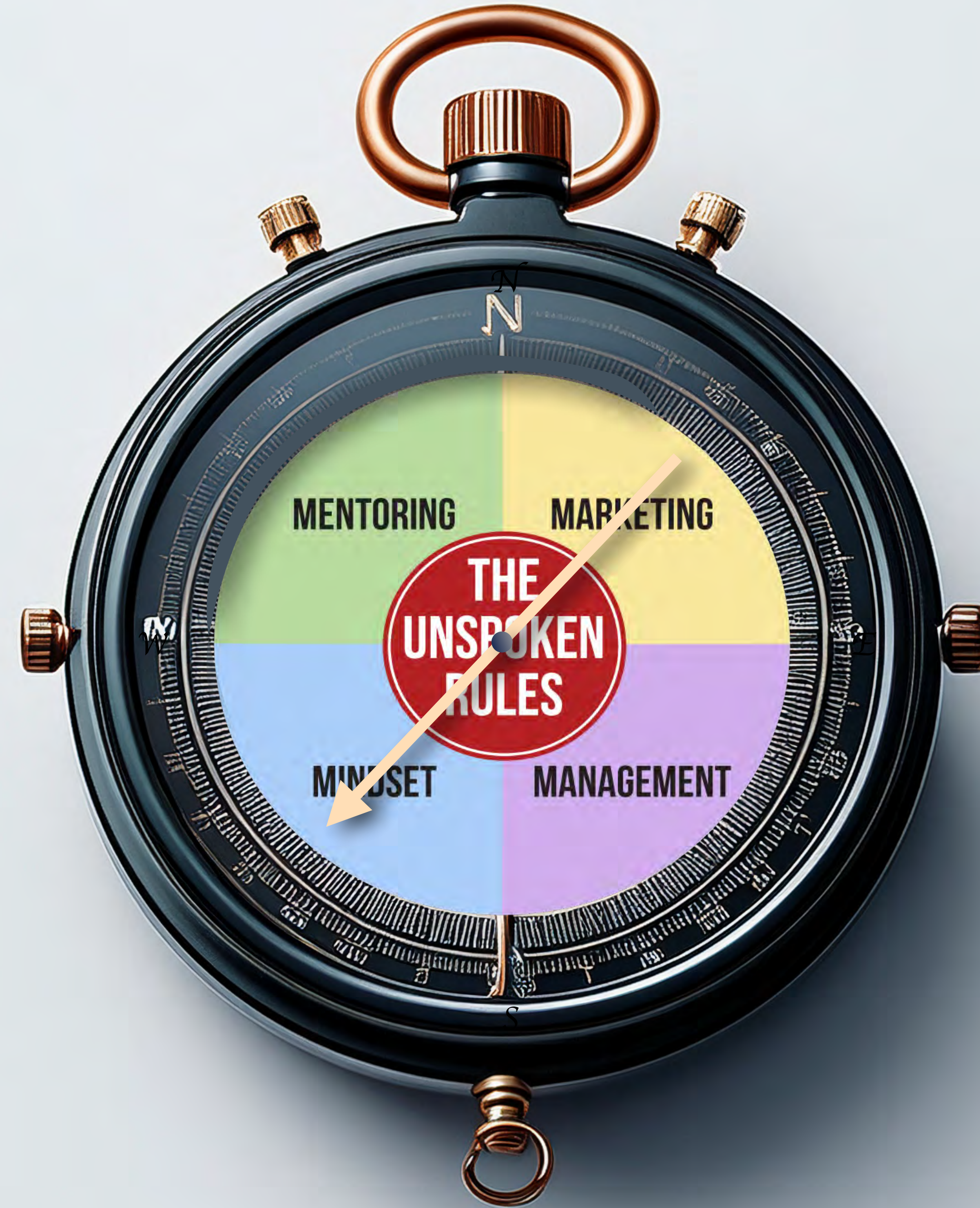
PLEASE ASK QUESTIONS

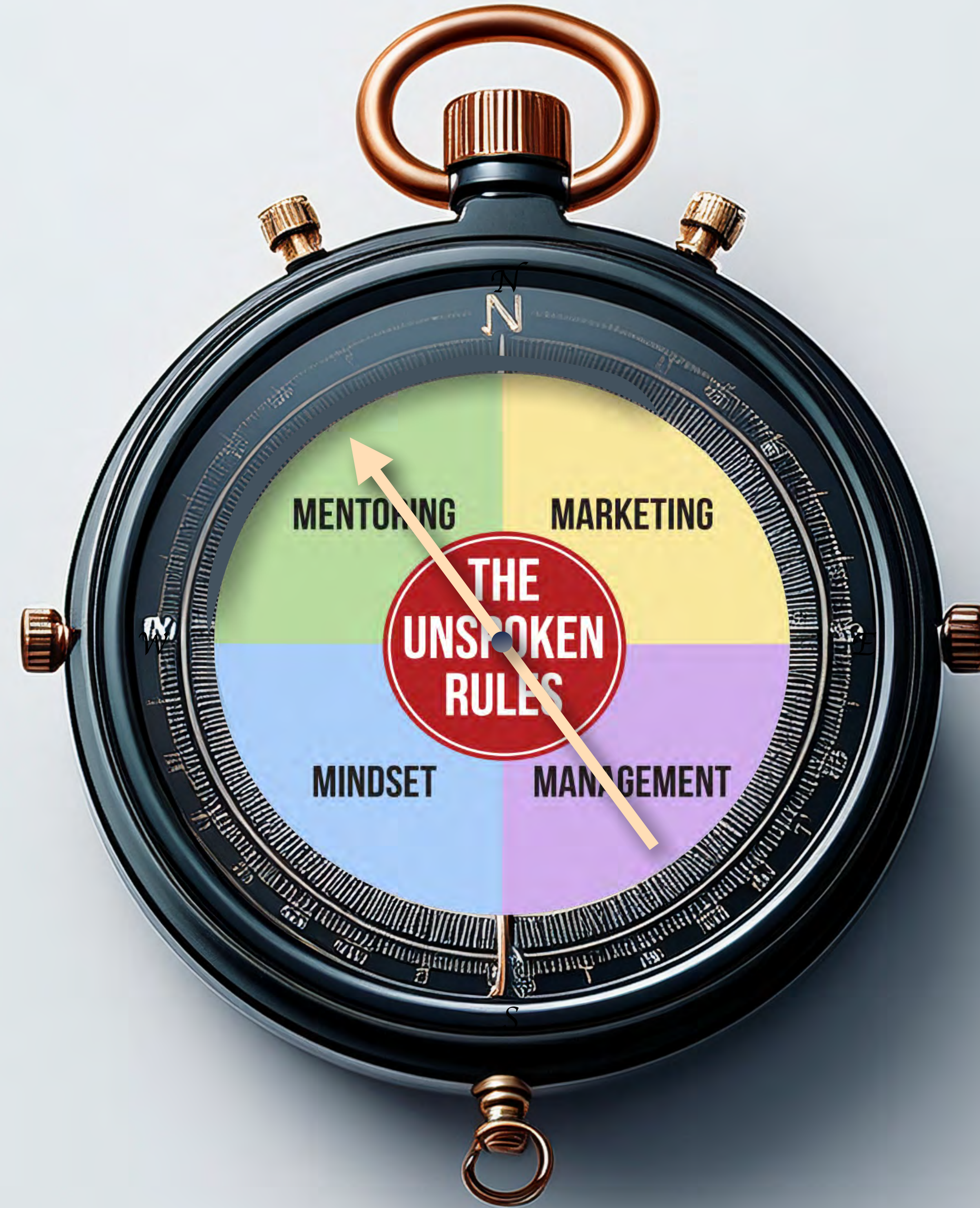
KEY POINT FOR TODAY:
YOU ARE CAPABLE OF MUCH MORE THAN
YOU THINK YOU ARE.
ALL YOU NEED IS A ROADMAP.

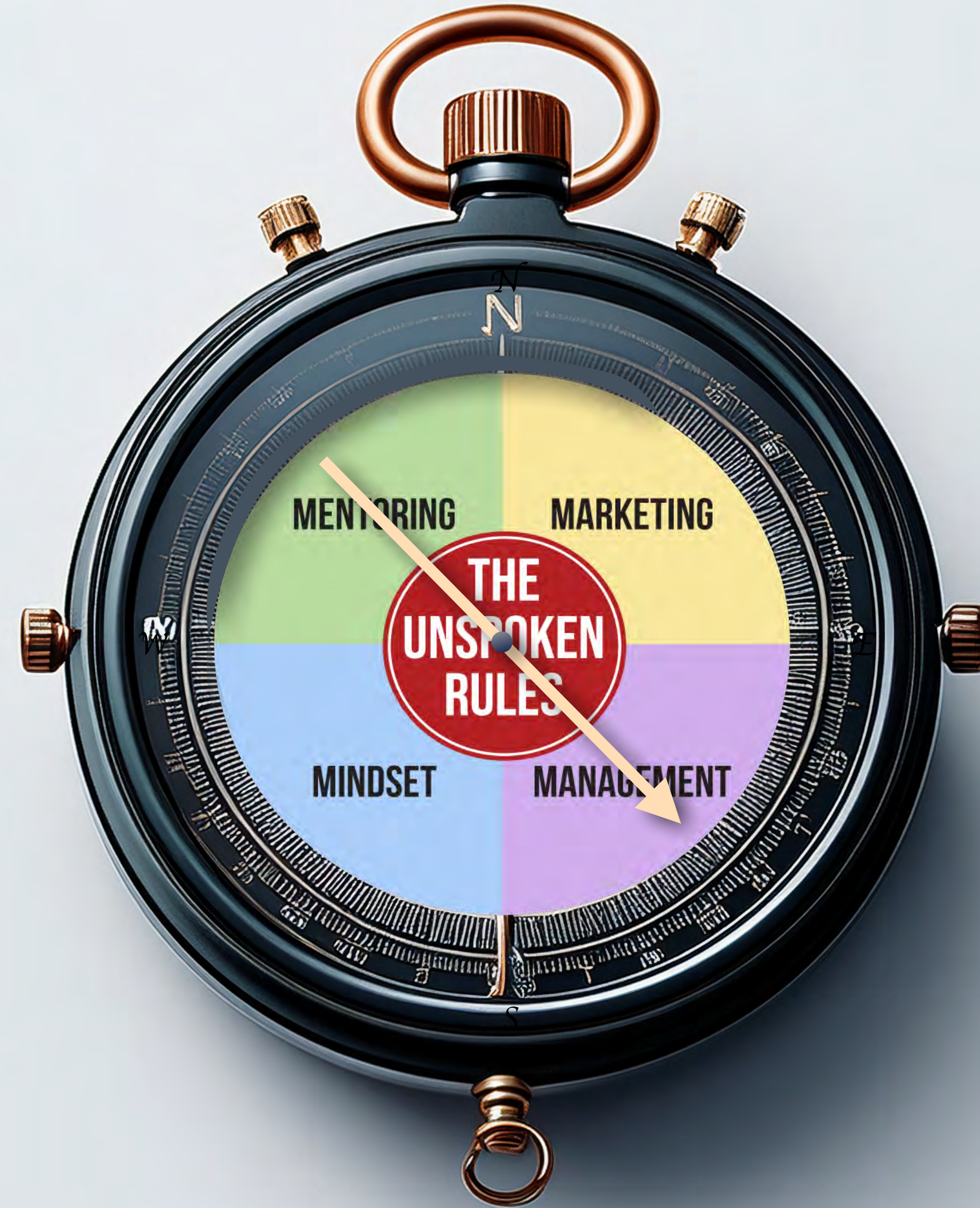
YOUR ROADMAP

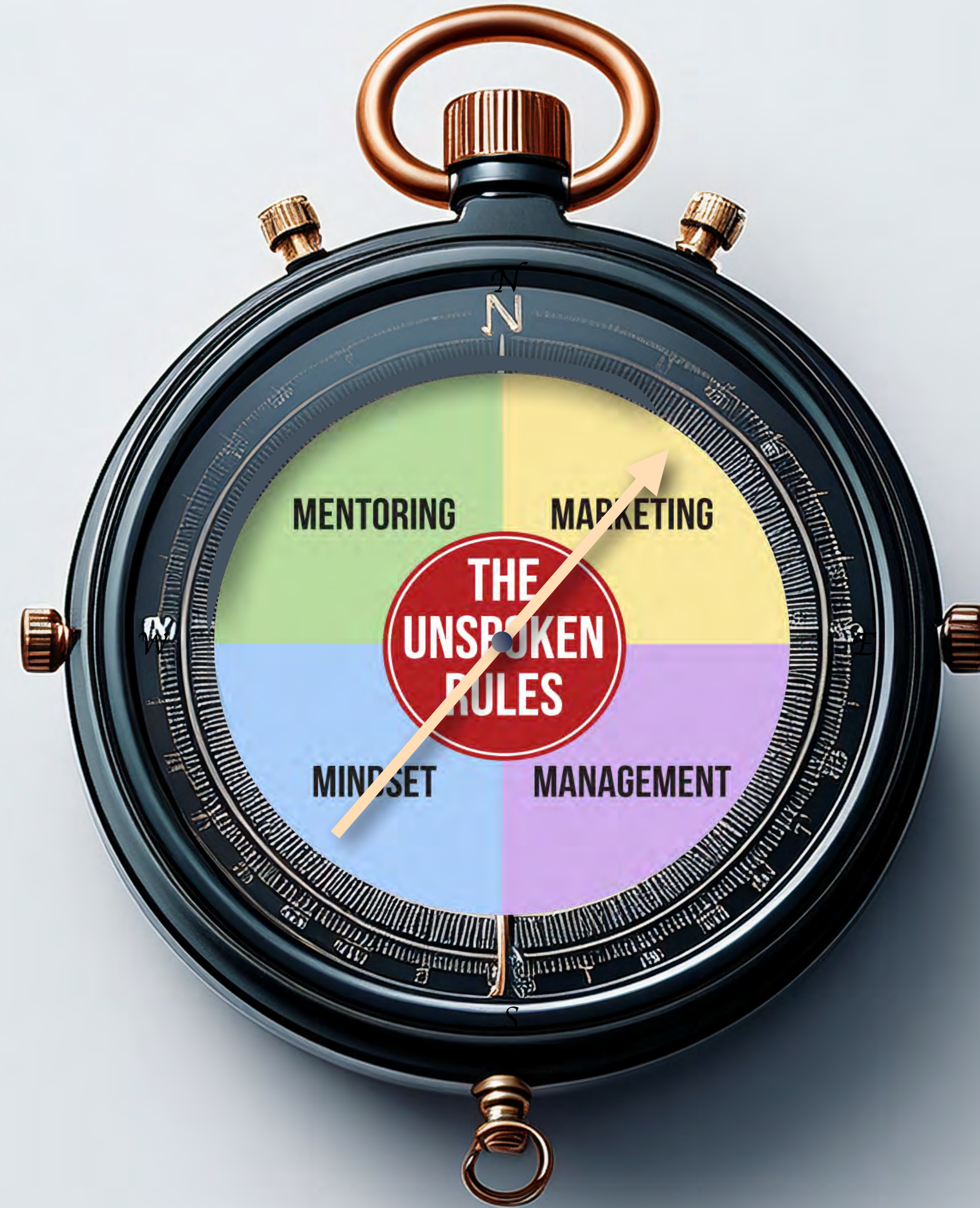


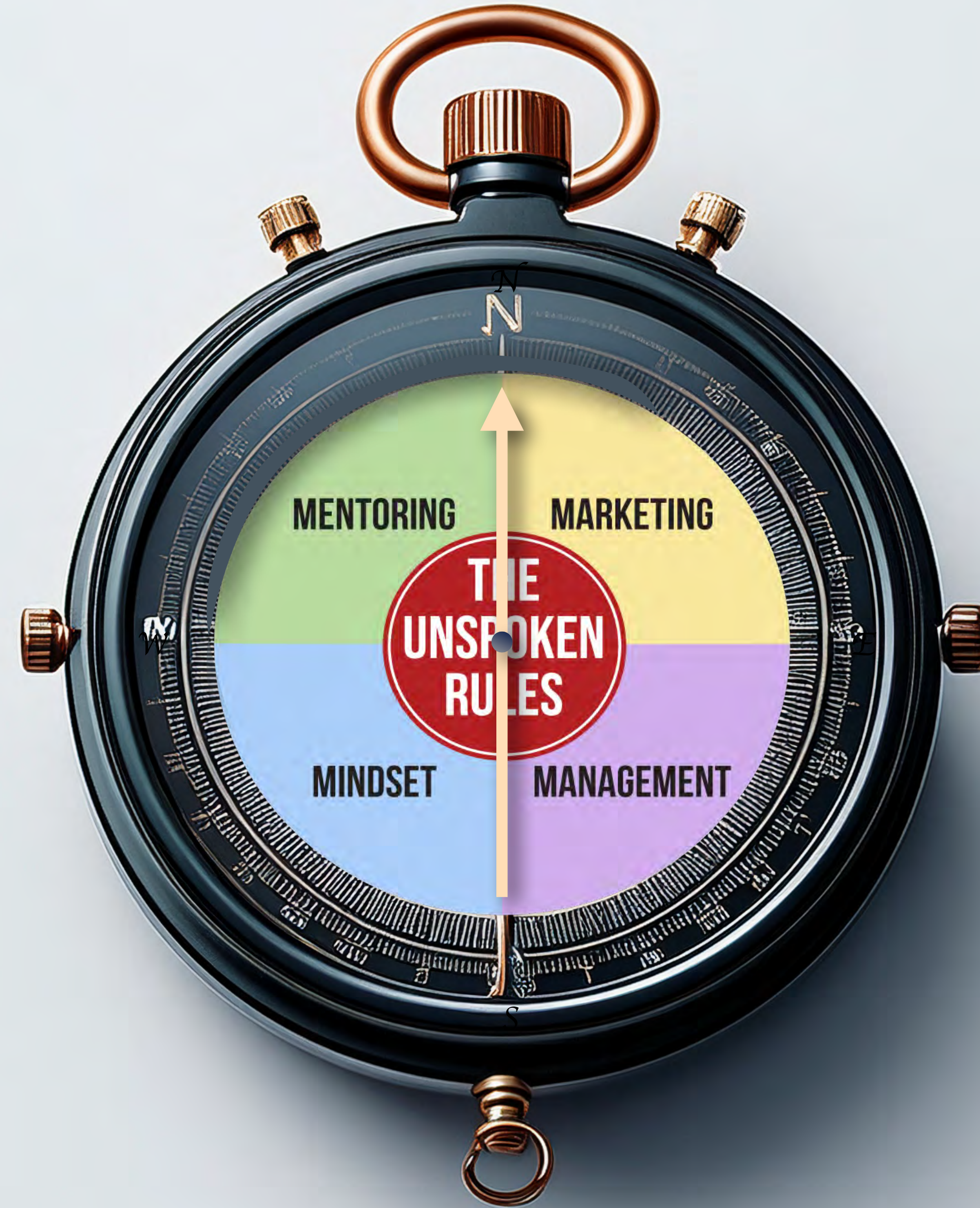


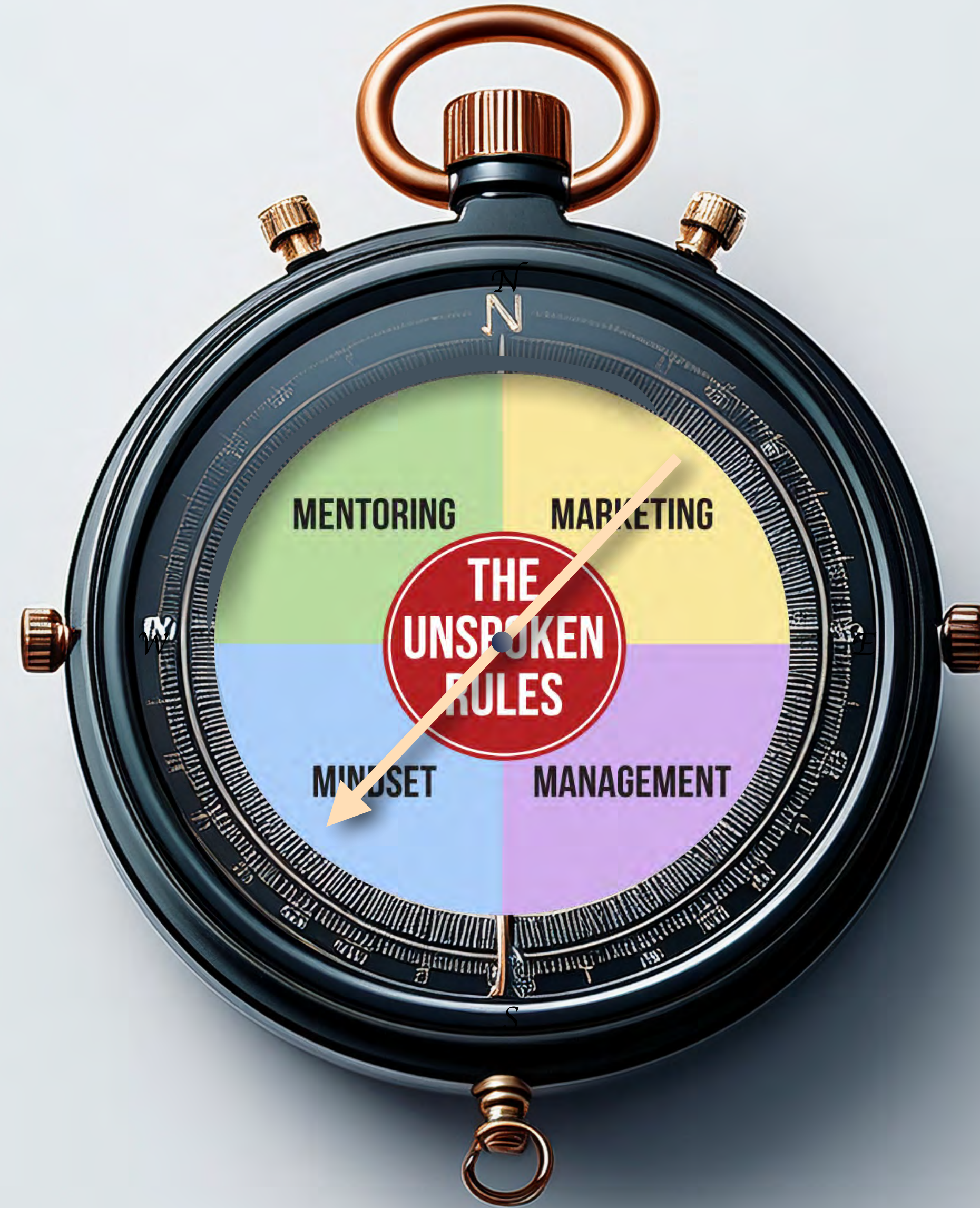












THE UNSPOKEN RULES OF LEADERSHIP

[HOME](#)[SPEAKING](#)[WORKSHOPS](#)[VIDEOS](#)[NEWSLETTER](#)[BLOG](#)[CONTACT](#)

WORK SMARTER, LEAD BOLDER, AND REACH YOUR FULL POTENTIAL

Jamie Turner helps audiences around the world discover a better version of themselves.

You may have seen him on CNN or HLN where he shares perspectives on business and peak performance.

His work and insights have been profiled in **The Wall Street Journal, Forbes, Entrepreneur, Business Insider, Inc., and CNBC**. He has also been recognized as a "Top 10 Speaker" by CareerAddict and Socialnomics, a distinction he shares with Brené Brown and Gary V.



Tomorrow



Today



OUR SESSIONS TOGETHER

HARDCORE SCIENCE

WHAT SOUNDS LIKE WOO WOO, BUT ISN'T

“GOBBLEDYGOOK”



WE ARE MADE UP OF ELECTROMAGNETIC WAVES

There is a growing body of evidence that might suggest the energy we put out is the energy we get back in our lives.

Here's how that works: Our thoughts create emotions. Emotions produce neurotransmitters like adrenaline and dopamine and endorphins.

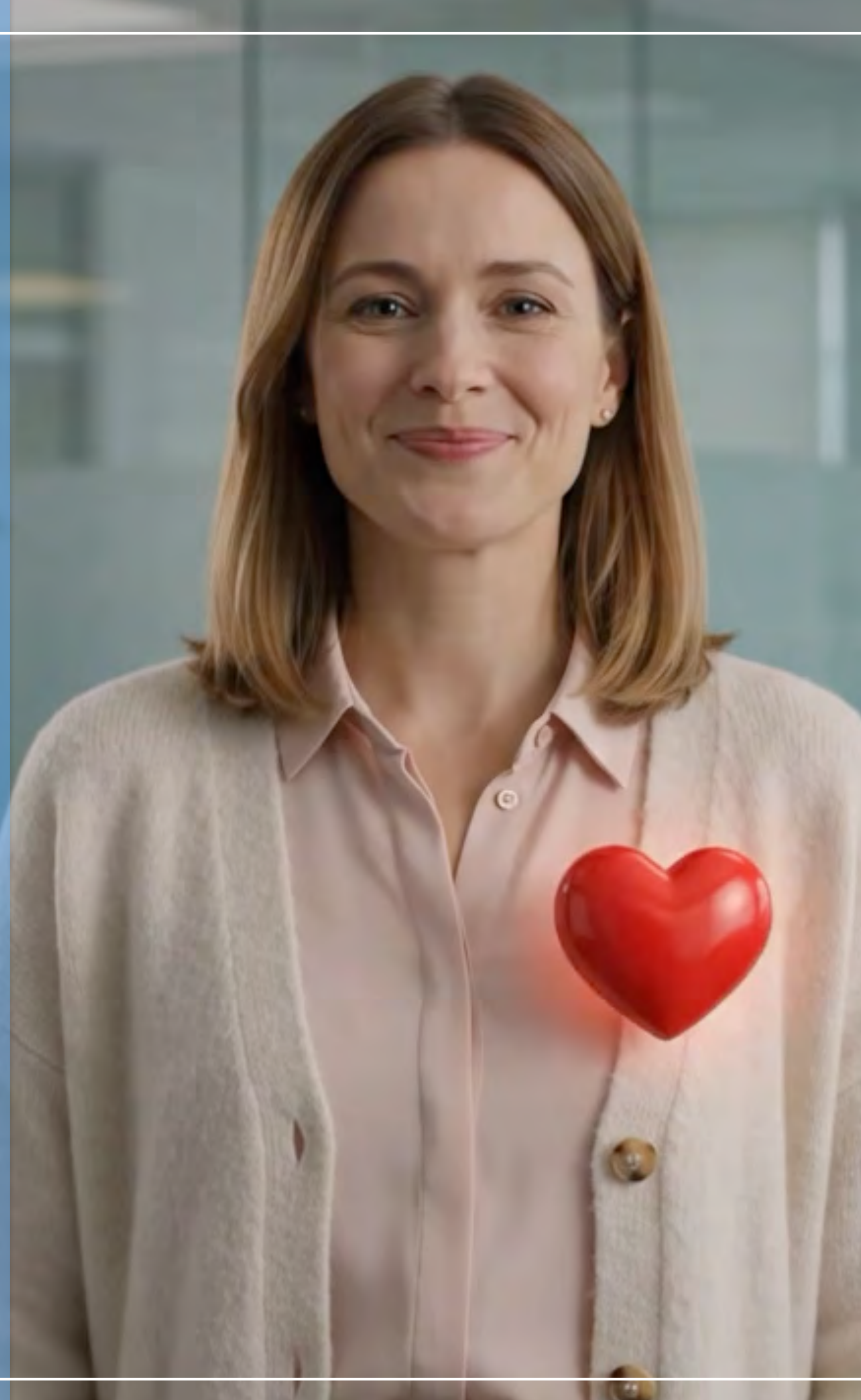
Neurotransmitters have an electric charge.

Animals (including humans) can sense electromagnetic energy.

That might explain why we “feel” someone's energy when they enter the room.



According to the Heart Math Institute, the heart's magnetic field is 5,000X more powerful than your brain's. And it can be measured up to 3 feet away.



So, you aren't just thinking your way through life. You are literally broadcasting who you are via the energy coming from your heart.



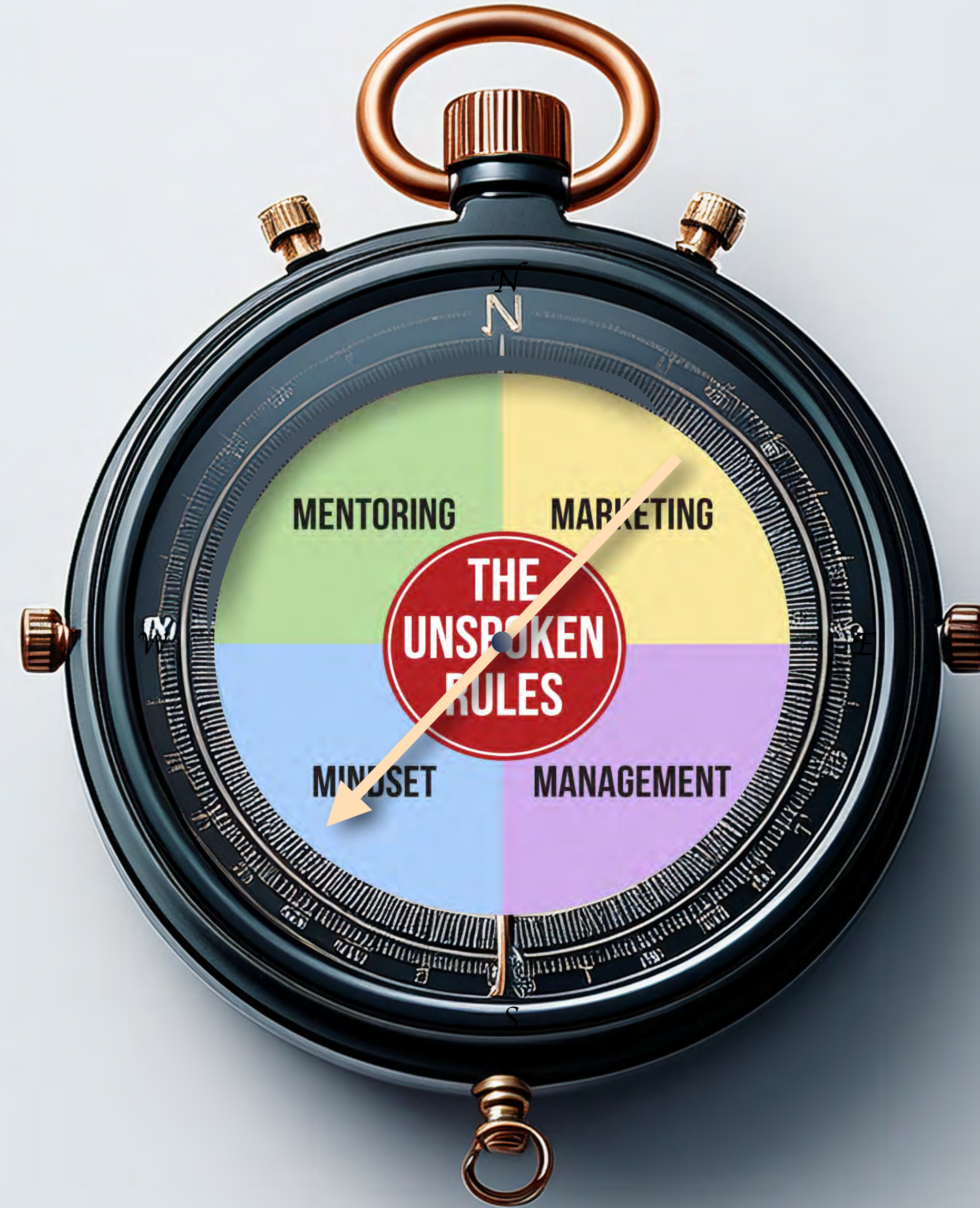
Jamie@JamieTurner.Live



A photograph of three Buddhist monks in bright orange robes standing on a balcony with a wooden railing. They are seen from behind, looking out over a vast, calm ocean under a clear sky. The scene is peaceful and contemplative.

**WHEN LIFE BUMPS INTO YOU, WHAT SPILLS
OUT IS WHAT YOU'RE ALREADY CARRYING.**





YOUR NEURAL PATHWAYS

Cross your arms.

Now, reverse how you do it.

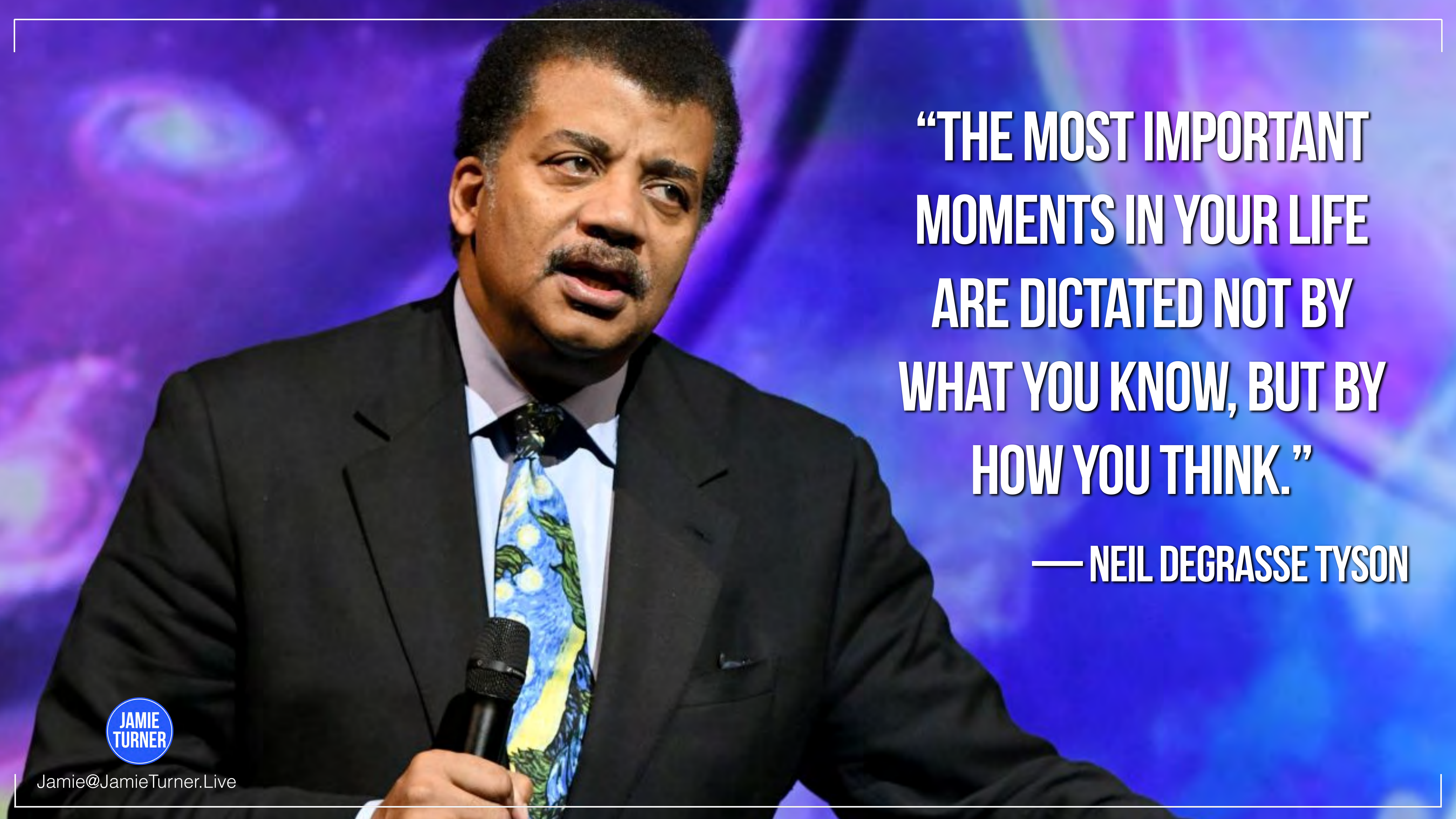
Your neural pathways are in a rut.





Jamie@JamieTurner.Live



A medium shot of Neil deGrasse Tyson, a Black man with a mustache, wearing a dark suit, white shirt, and a tie with a colorful, abstract pattern. He is holding a black microphone in his right hand and looking slightly to his left. The background is a blurred blue and purple light pattern.

**“THE MOST IMPORTANT
MOMENTS IN YOUR LIFE
ARE DICTATED NOT BY
WHAT YOU KNOW, BUT BY
HOW YOU THINK.”**

— NEIL DEGRASSE TYSON



SOLVE THIS PROBLEM



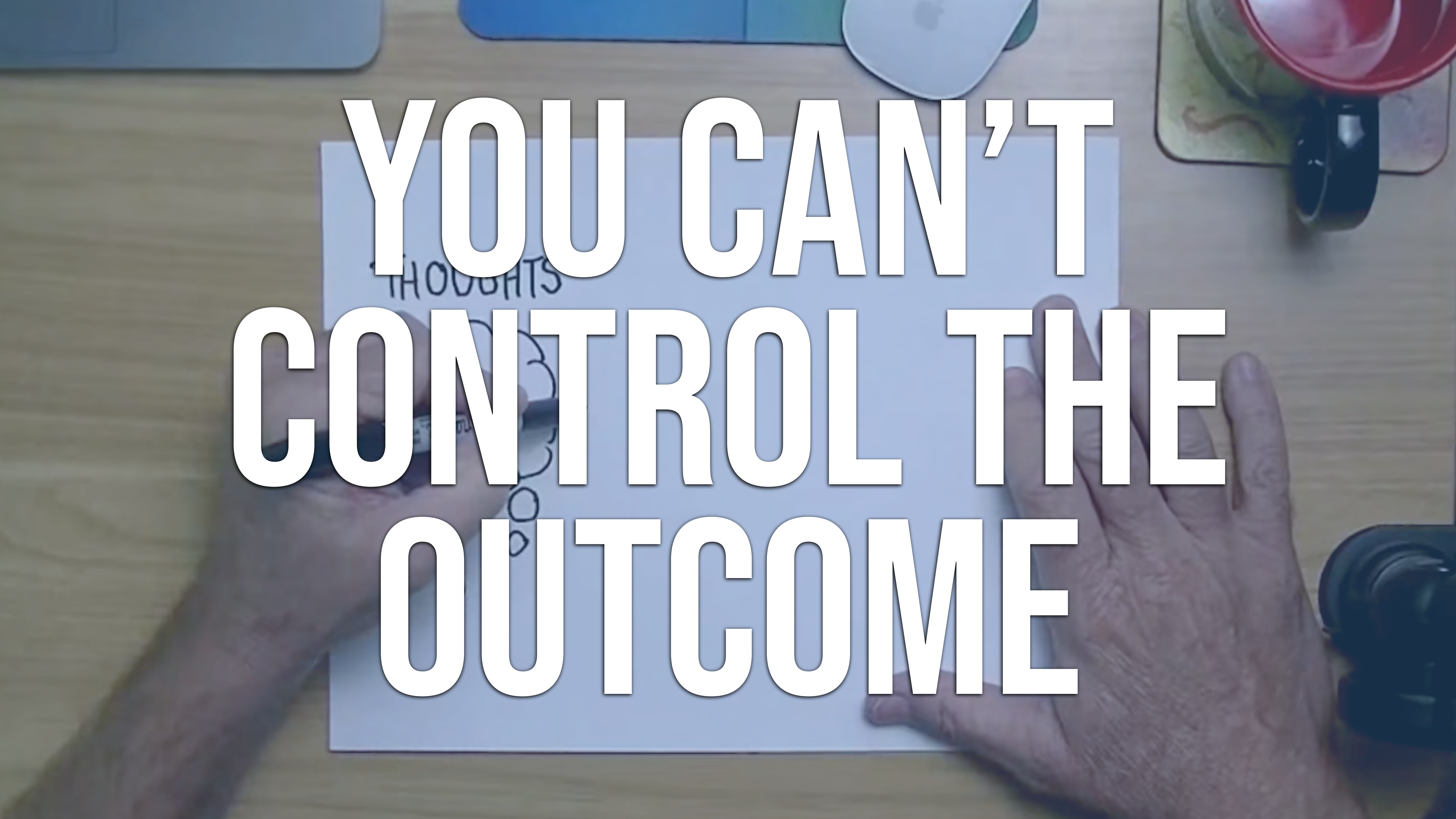
SOLVE THIS PROBLEM



**WHAT FOLLOWS ARE THE TOOLS,
TIPS, AND TECHNIQUES YOU CAN USE
TO HAVE THE MINDSET OF A LEADER**

WORK ON YOUR MINDSET FIRST AND YOUR SKILLSET SECOND





**YOU CAN'T
CONTROL THE
OUTCOME**

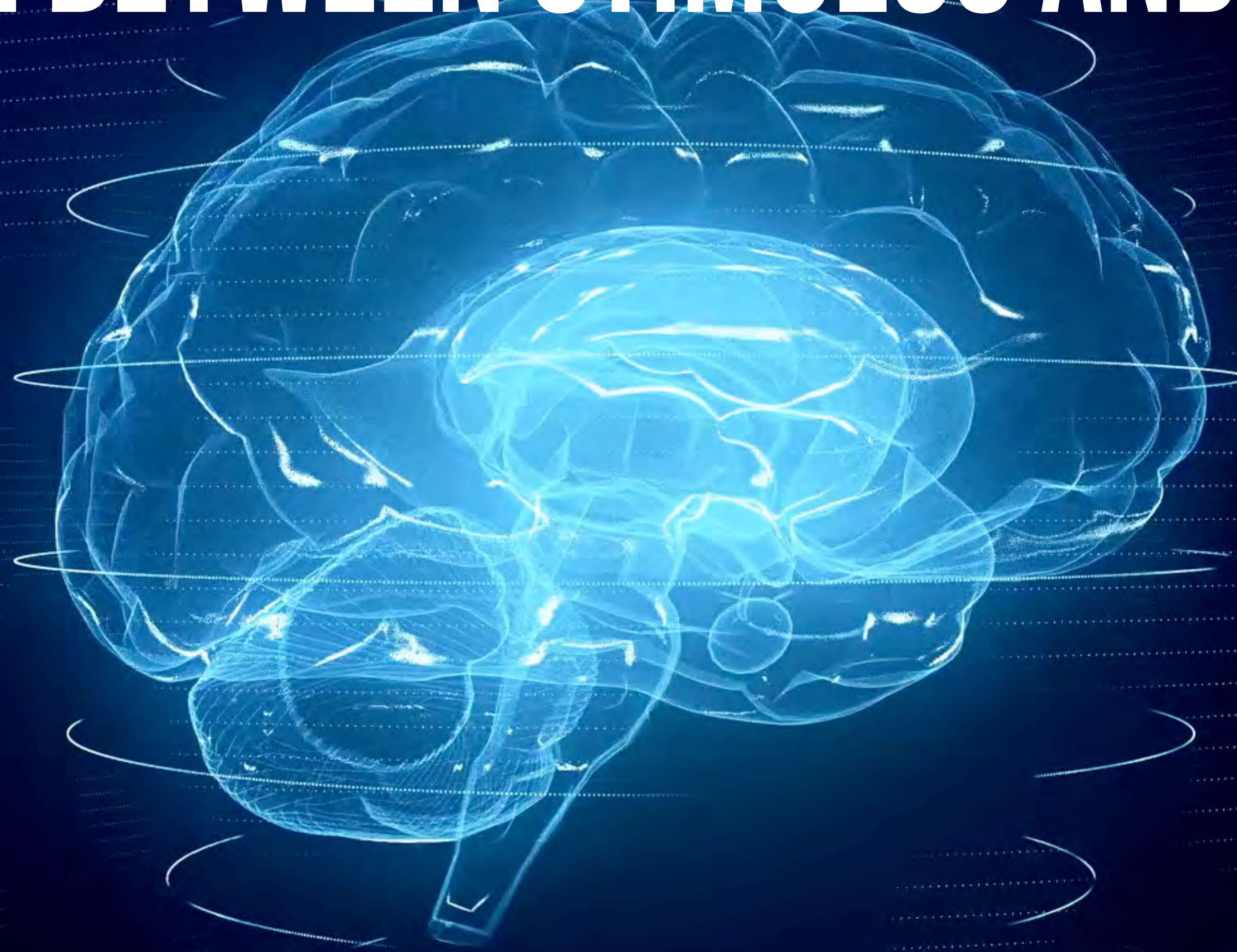
THOUGHTS



**SUCCESS ISN'T
ABOUT YOUR IQ,
YOUR EDUCATION, OR
YOUR BACKGROUND.
INSTEAD, IT'S ABOUT
YOUR RESILIENCE.**



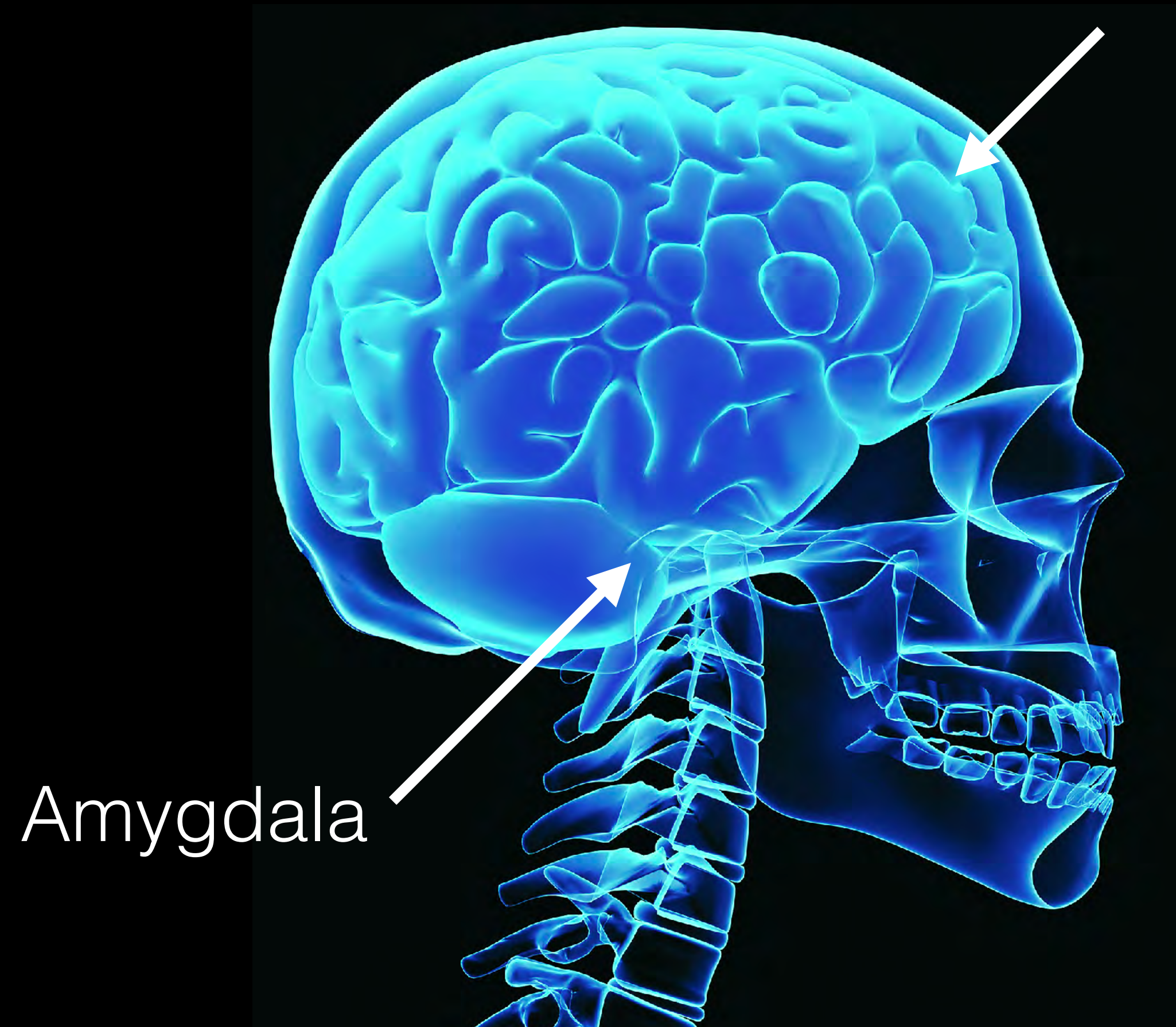
THE SPACE BETWEEN STIMULUS AND RESPONSE



Jamie@JamieTurner.Live

SYSTEM 1 VS. SYSTEM 2 THINKING

Prefrontal Cortex



Sources: Psychology Today; Rob Pascale and Lou Primavera Ph.D.

THE POWER OF THE MIND

Two groups were given a basketball and asked to make free throws.

The first group averaged 4.75 free throws.

The second group was told that they were given a “lucky ball.”

They averaged 6.4 free throws ... simply based on what they were told.

Imagine the impact on your life if you performed 35% better based on what you told yourself.

Source: <https://www.uhlife.com/stories/2016/4/22/whats-your-basketball-superstition>

KEY POINT:
LIVE LIFE AS THOUGH IT'S RIGGED
IN YOUR FAVOR

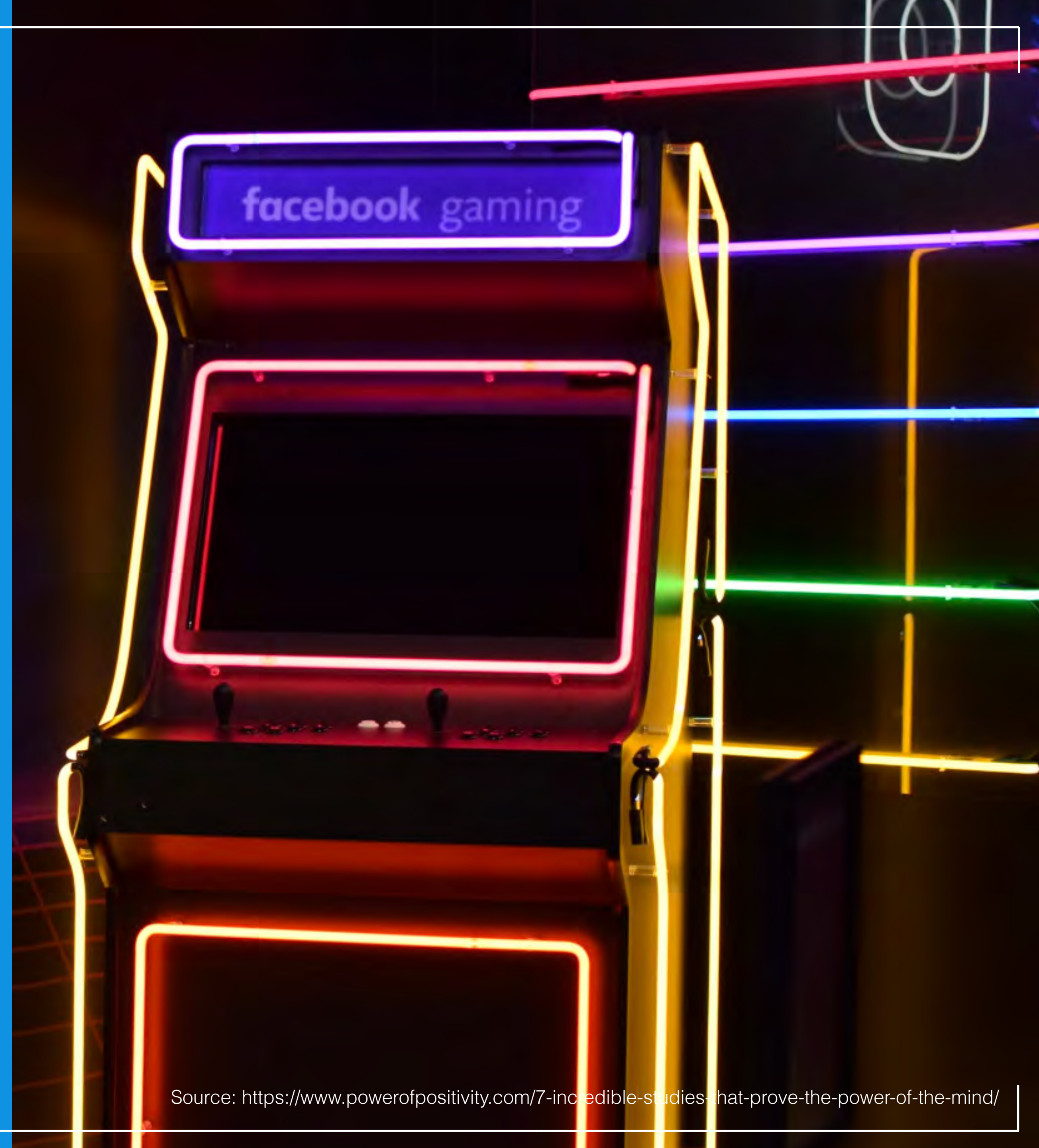
THE POWER OF THE MIND

Researchers found that people wearing plain white coats performed better or worse based on the power of suggestion.

When told they were wearing *lab* coats, subjects performed better on cognitive tests than those who were told they were wearing *painter's* coats.

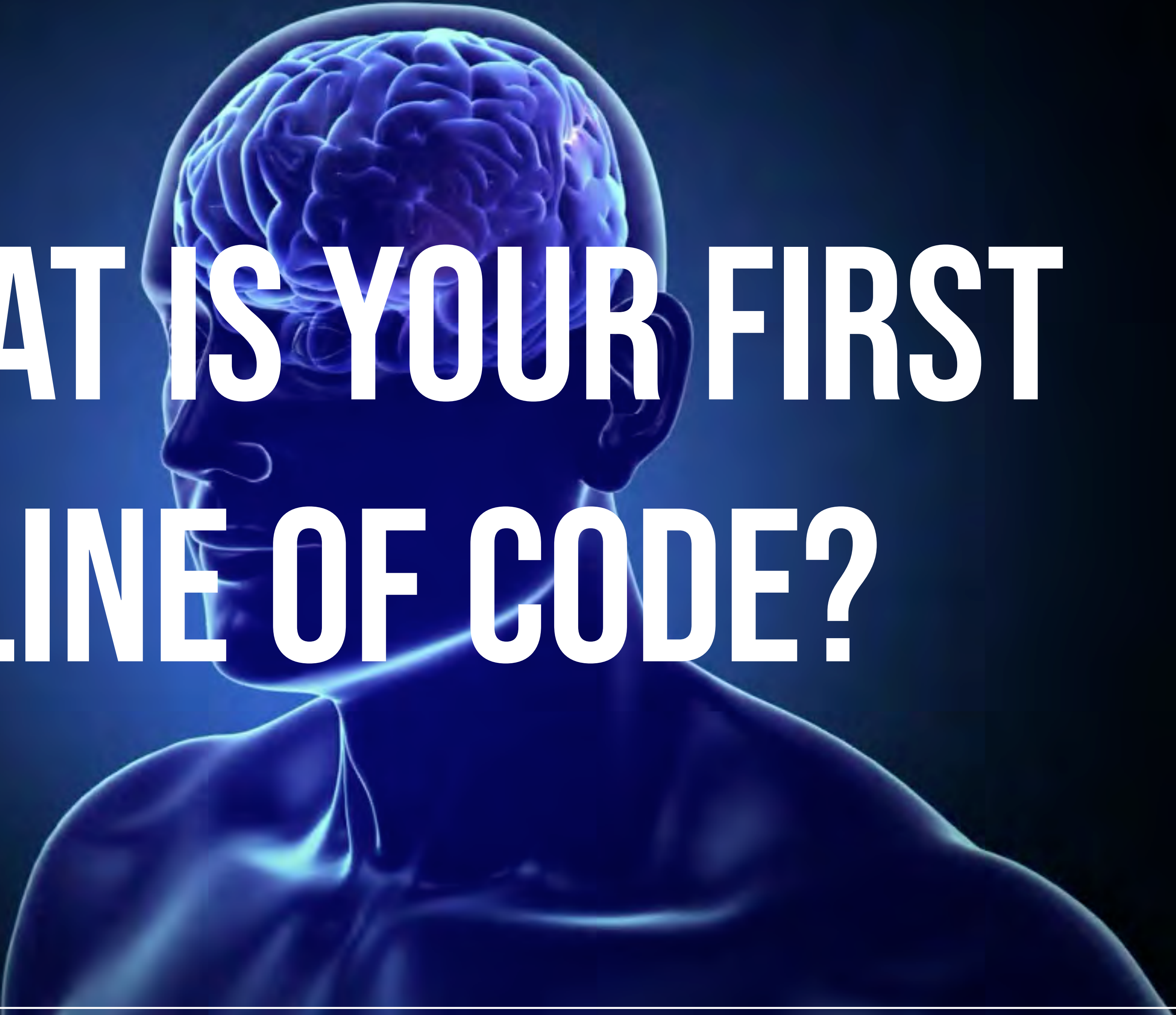


**A VIDEO ARCADE.
THREE QUARTERS.
AND AN EVENT THAT CHANGED
MY LIFE.**



Source: <https://www.powerofpositivity.com/7-incredible-studies-that-prove-the-power-of-the-mind/>

**IN ORDER TO WORK ON YOUR
MINDSET, YOU HAVE TO UNDERSTAND
YOUR FIRST LINE OF CODE.**

A glowing blue brain is shown inside a human silhouette, which is also glowing with a blue light. The brain is the central focus, with its intricate folds and structures clearly visible. The silhouette of the head and shoulders is positioned behind the brain, creating a layered effect. The overall color scheme is a vibrant blue, giving it a high-tech or digital feel.

WHAT IS YOUR FIRST LINE OF CODE?



RE-WIRING YOUR FIRST LINE OF CODE



THE SCIENCE BEHIND EMOTIONAL FREEDOM TECHNIQUE (EFT) TAPPING



Researchers studied the impact of EFT tapping on veterans with PTSD.

It worked for more than half the group.

We've talked a lot
about mindset. Let's
look inside the mind
of a random person in
this session today.

QUIZ TIME!

- The most important moments in your life are dictated not by what you know but by how you _____.
- You can control your thoughts. You can control your actions. But you have to let go of the _____.
- Effective leaders work on their mindset first and their _____ second.
- You can improve your life by re-writing your first line of _____.



**GOOD LEADERS USE
MINDMAPPING TO
UNDERSTAND THEIR
TEAMMATES BETTER.**



MINDMAPPING

Analytical Quadrant

Collects data, analyzes facts, embraces logic, likes numbers

Imaginative Quadrant

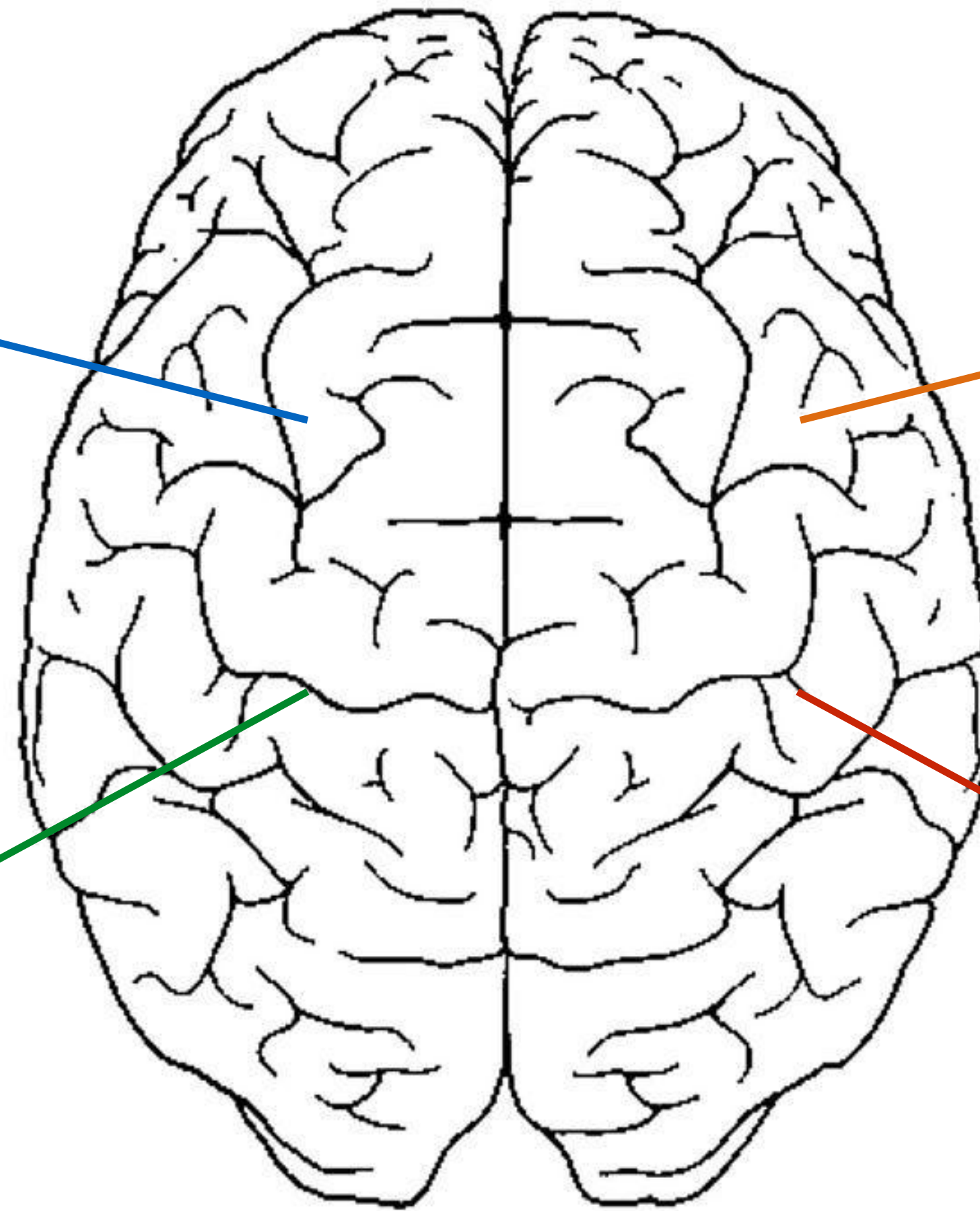
Holistic, intuitive, innovative, conceptual, big picture

Sequential Quadrant

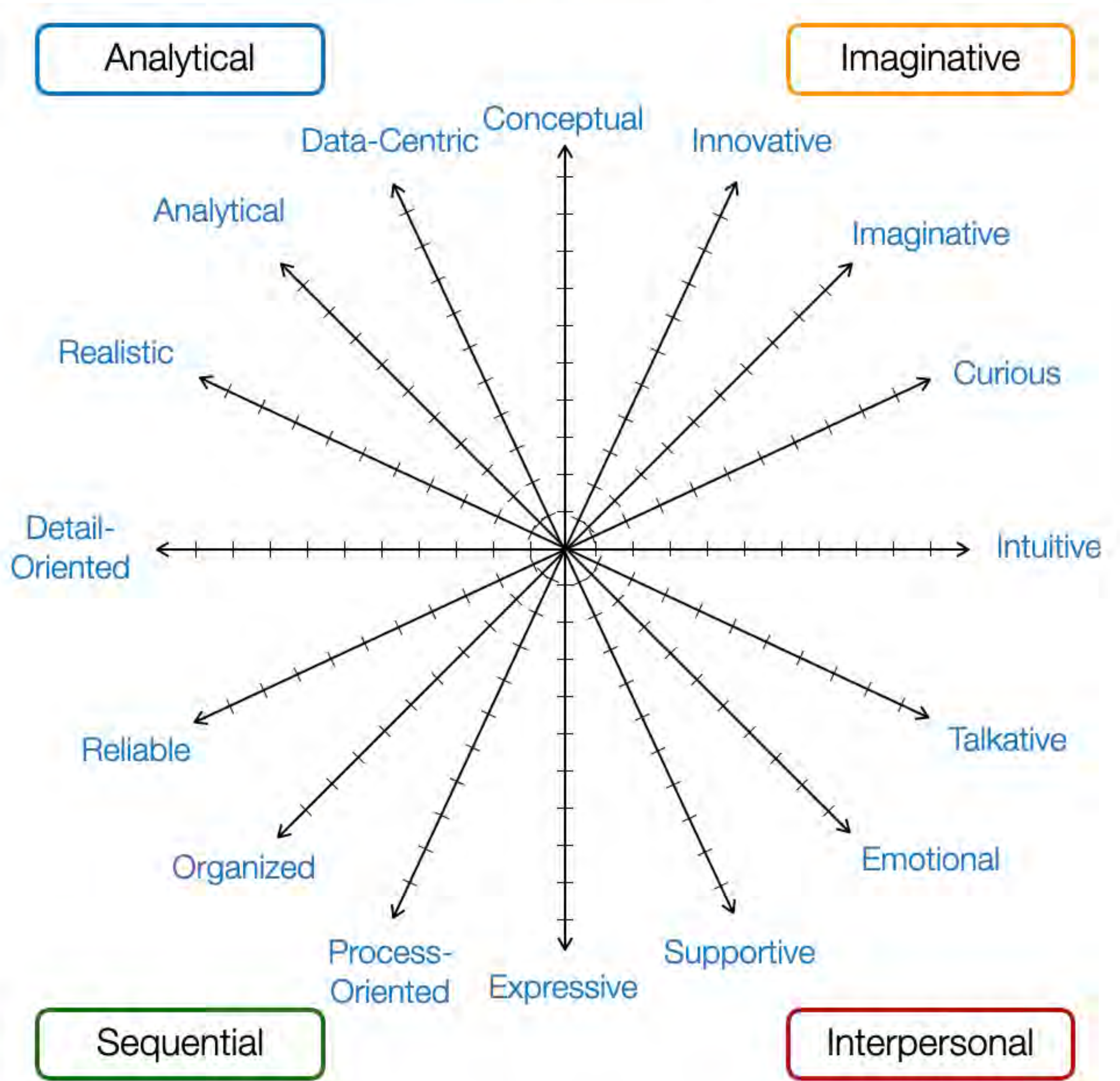
Organized, structured, detail-oriented, process-oriented

Interpersonal Quadrant

Emotional, supportive, feeling, expressive, inclusive

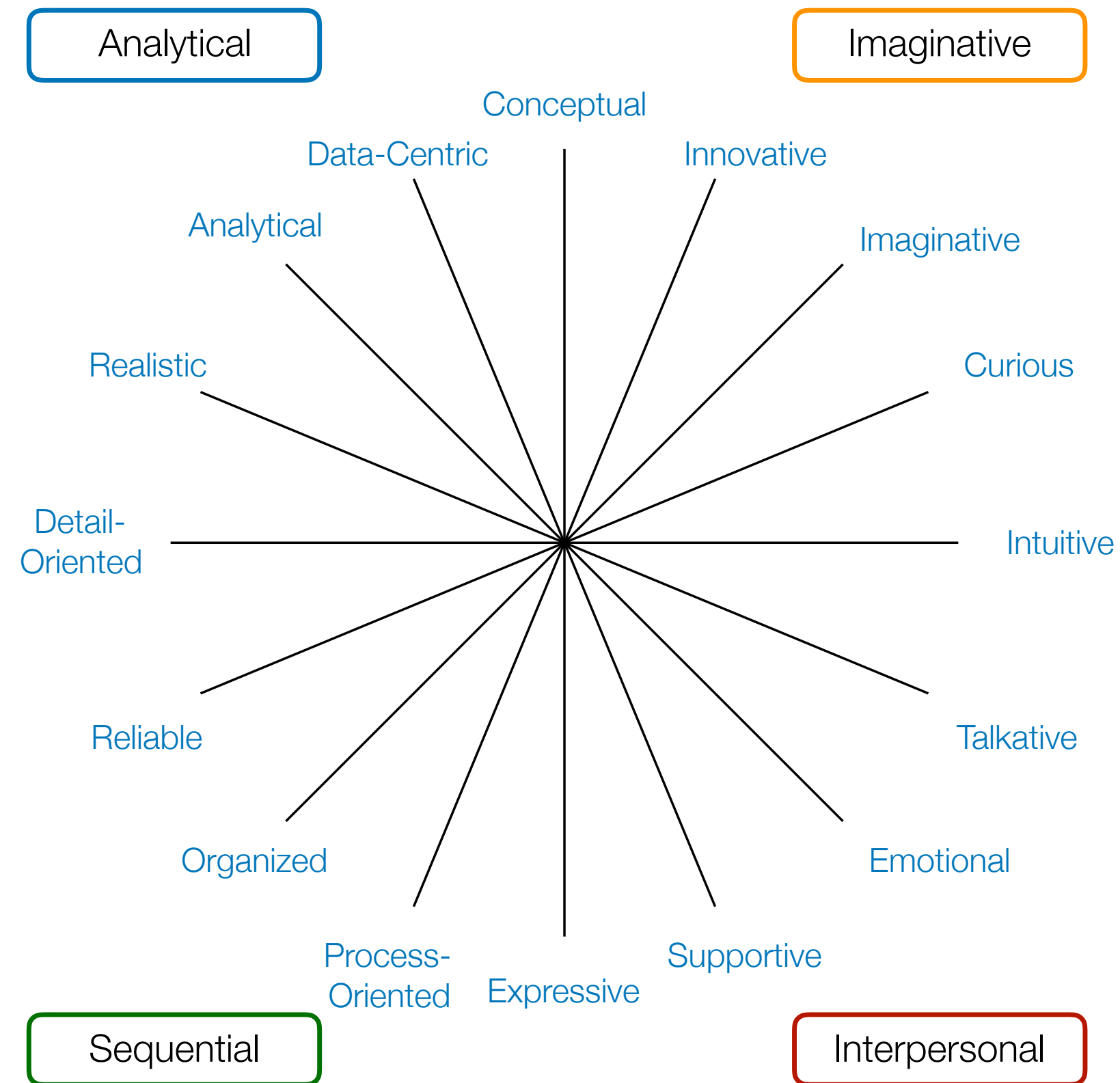


MINDMAPPING



MINDMAPPING EXERCISE

MindMapping

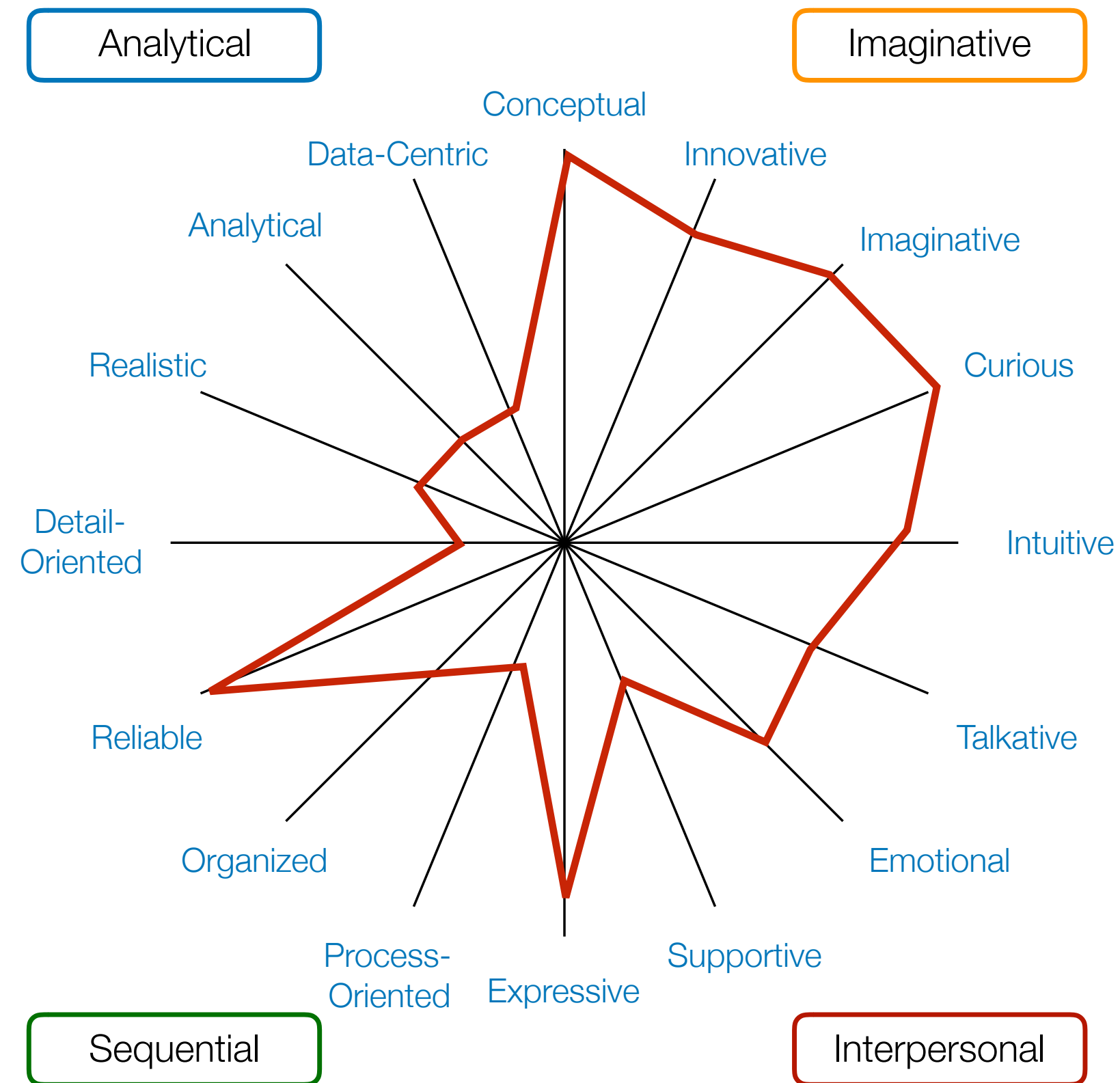


Name: _____

On a scale of one (near the center of the wheel) to ten (the outer edge of the wheel), mark your answer where 1 means no aptitude and 10 means extremely high aptitude. You are not allowed to use 5 as an answer.

Adapted from Myers-Briggs; Zarankin; Herrmann's Whole Brain Thinking Model, Bunnell Idea Group, Shah & Turner

MindMapping



Name: _____

On a scale of one (near the center of the wheel) to ten (the outer edge of the wheel), mark your answer where 1 means no aptitude and 10 means extremely high aptitude. You are not allowed to use 5 as an answer.

Adapted from Myers-Briggs; Zarankin; Herrmann's Whole Brain Thinking Model, Bunnell Idea Group, Shah & Turner

DO YOU SEE YOURSELF?

Interpersonal: I'm helpful & expressive

Analytical: I'm logical and data-oriented

Sequential: I'm organized and detail-oriented

Imaginative: I'm conceptual and see the big picture

MANAGEMENT

JAMIE@JAMIETURNER.LIVE

THE LANGUAGE OF THE BRAIN

Analytical	Sequential	Interpersonal	Imaginative
Logic	Organized	Feelings	Vision
Analysis	Step-by-step	Teamwork	Strategy
Facts	Planned	Culture	Innovation
Quantitative	Detailed	Partnering	Global
Precision	Safety	Supportive	Creative
Realistic	Process	Sensitive	Synthesizing
Metrics	Schedule	Empathy	Risk-taking
Measures	Timeline	Listening	Imaginative
Data	Risk reduction	Values	Impulsive
Bottom line	Focus	Helping	Creative
Efficiency	Priorities	Mentoring	Brainstorming
Trends	Accountability	Trust	Independent
Goals	Evaluation	Coaching	Holistic
Objectives	Controls	Sharing	Conceptual
Critical	Best Practices	Friendship	Spatial

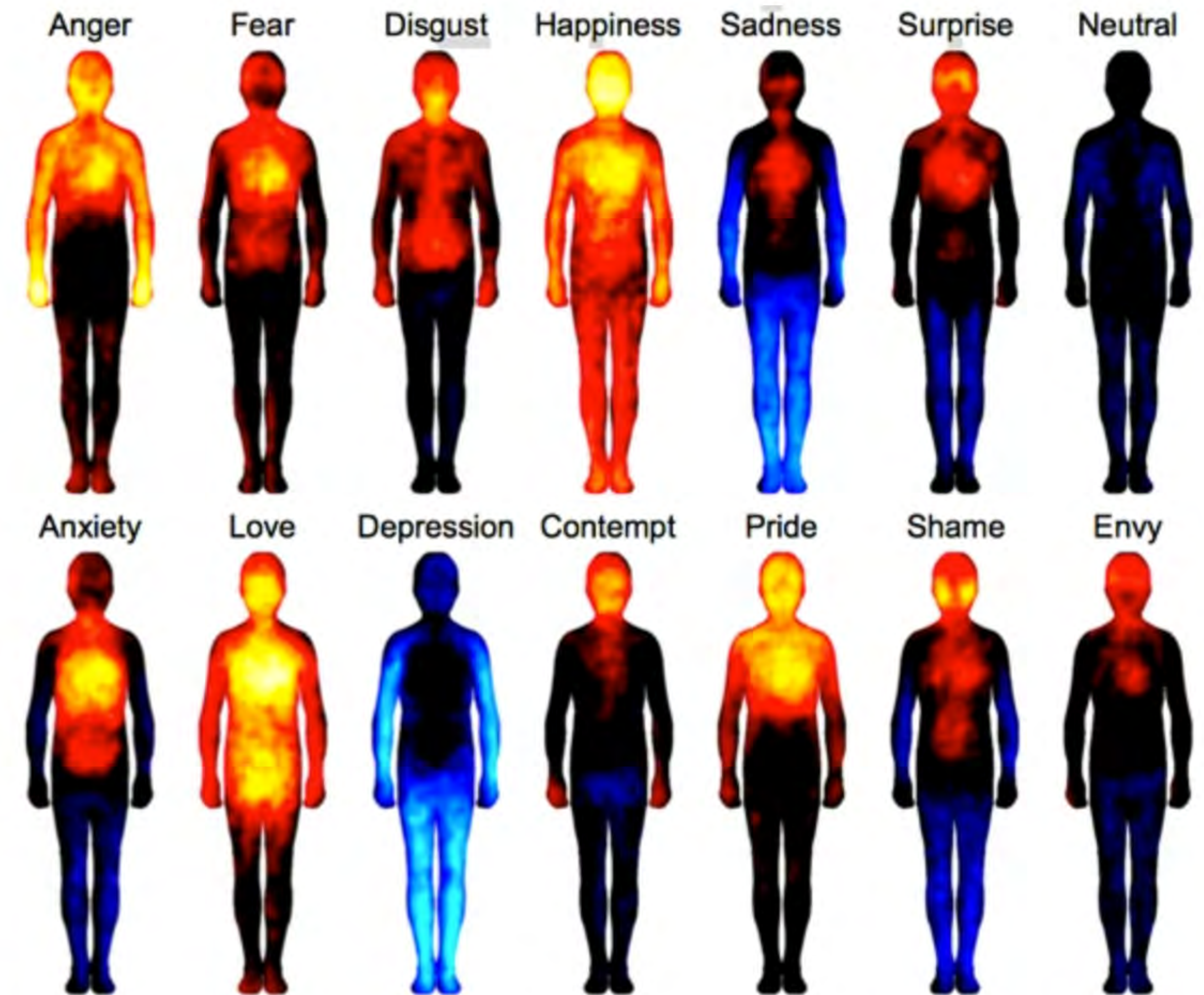
30-SECOND EXERCISE:

**CLOSE YOUR EYES. IMAGINE AN EMOTIONAL SCENARIO.
AND LOCATE WHERE YOU FEEL IT IN YOUR BODY.**

THE MIND-BODY CONNECTION IS REAL

The emotions we feel are part of the fight/flight process.

- **High-Energy Emotions (Warm Colors):** "Anger," "fear," and "disgust" heavily activate the upper chest, throat, and head—priming the body to defend itself, fight, or protect its vital organs.
- **Low-Energy Deactivation (Cool Colors):** In stark contrast, "sadness" and "depression" manifested as a dramatic loss of physical sensation and limb numbness, mirroring a protective "flight" or shutdown mode.
- **Self-Soothing:** Activating the vagus nerve can help mitigate the impact of difficult emotions.



ACTIVATING THE VAGUS NERVE

- **The Mind-Body Superhighway:** The vagus nerve connects the brainstem to virtually all vital internal organs.
- **The Brake on Stress:** It can help to lower heart rate, reduce blood pressure, and transition the body out of a stressful "fight or flight" state.
- **Wider Systemic Influence:** The vagus nerve plays a crucial role in managing systemic inflammation and immune responses..
- **Activating the vagus nerve:** By extending your exhalations so they are longer than your inhalations, you immediately signal your brainstem to flip the switch from "fight-or-flight" to your parasympathetic "rest-and-digest" state, naturally lowering your heart rate and blood pressure.



USING THE 4-7-8 BREATHING TECHNIQUE TO STIMULATE THE VAGUS NERVE

Breathe



LABEL YOUR EMOTIONS (OR, NAME IT TO TAME IT.)



USING VISUALIZATION TO CREATE NEW OUTCOMES IN YOUR LIFE

When we regret the past or worry about the future, your biofield (your electromagnetic energy) is tied up in those emotional states.

That emotional energy is then tied up in something other than the present moment.

By using “I am...” affirmations or repetitive verbal cues, you can help your brain focus on the present.

When we focus on the present, we’re better able to manifest better outcomes in our lives.



THE POWER OF I AM ...

I am _____.



THE POWER OF I AM ...

I am an author who travels the globe helping others improve their lives.



MEDITATION CAN MINIMIZE STRESS, INCREASE FOCUS, AND MANAGE ADD OR ADHD



Jamie@JamieTurner.Live

THE SCIENCE BEHIND MEDITATION

For a short guide on how to meditate:



Meditation has the following impact:

- Improves memory and learning.
- Slows the progression of Alzheimer's Disease.
- Helps improve impulse control.
- Improves decision making.
- And reduces stress, improves heart health, and reduces cholesterol.





**WHEN YOU MOVE TOWARDS
COMFORT, YOUR WORLD SHRINKS.
WHEN YOU MOVE TOWARDS
DISCOMFORT, YOUR WORLD
EXPANDS.**



NEW PERSPECTIVES ON LEADERSHIP

For years, you've been told that the following traits are the sign of a great leader:

- Grit
- Drive
- Pride
- Confidence
- Boldness

New research shows that there's an unwritten secret that is often overlooked:

Humility



A LESSON IN HUMILITY



Jamie@JamieTurner.Live

JAMIE@JAMIETURNER.LIVE

HELLO, MY NAME IS

JAMIE TURNER



QUIZ TIME!

- Live life as though it is rigged in your _____.
- In order to activate the vagus nerve, you can practice what breathing technique?
- In order to manage your emotions, you can name it to _____.
- When you move towards comfort, your world _____. When you move towards discomfort, your world _____.



**RAPID ROUND:
QUICK TIPS YOU CAN USE
TOMORROW**

A close-up photograph of a baby's face, looking directly at the camera. The baby has light-colored eyes and is wearing a colorful, knitted hat. The text "IF YOU WANT TO CONNECT DEEPLY WITH SOMEONE, LOOK INTO THEIR LEFT EYE." is overlaid in large, white, bold, sans-serif capital letters at the top of the image.

**IF YOU WANT TO CONNECT DEEPLY WITH
SOMEONE, LOOK INTO THEIR LEFT EYE.**



Jamie@JamieTurner.Live

Source: Dr. Tara Swart, "The Source"

A man and a woman are shown in a heated argument. The man, on the left, is wearing a dark grey t-shirt and has a determined, slightly aggressive expression. He is pointing his right index finger towards the woman. The woman, on the right, is wearing a dark grey long-sleeved sweater and has a similar intense expression. She is pointing her left index finger back at the man. Both individuals have their mouths open as if they are shouting or speaking loudly. The background is a plain, light-colored wall with vertical lines, possibly from a window or door frame. The overall tone of the image is confrontational and intense.

HOW TO WIN AN ARGUMENT



Jamie@JamieTurner.Live

WHAT IS ONE OF THE BEST WAYS TO CONNECT WITH SOMEONE?

A photograph of four people (three men and one woman) seen from behind, standing in a field of tall golden grass. They are all hugging each other, with their arms around each other's shoulders. They are looking out over a landscape of rolling hills under a clear blue sky. The lighting suggests it is late afternoon or early morning, with a warm glow.

ASK FOR THEIR HELP.





**YOUR TEAM MEMBERS WANT TO BE TOLD WHICH
MOUNTAIN TO CLIMB, NOT HOW TO CLIMB IT.**



TWENTY STATEMENTS TEST

TWENTY STATEMENTS TEST

Created by sociologists Manford Kuhn and Thomas McPartland, this simple exercise strips away your conscious persona to reveal how your core identity is anchored.

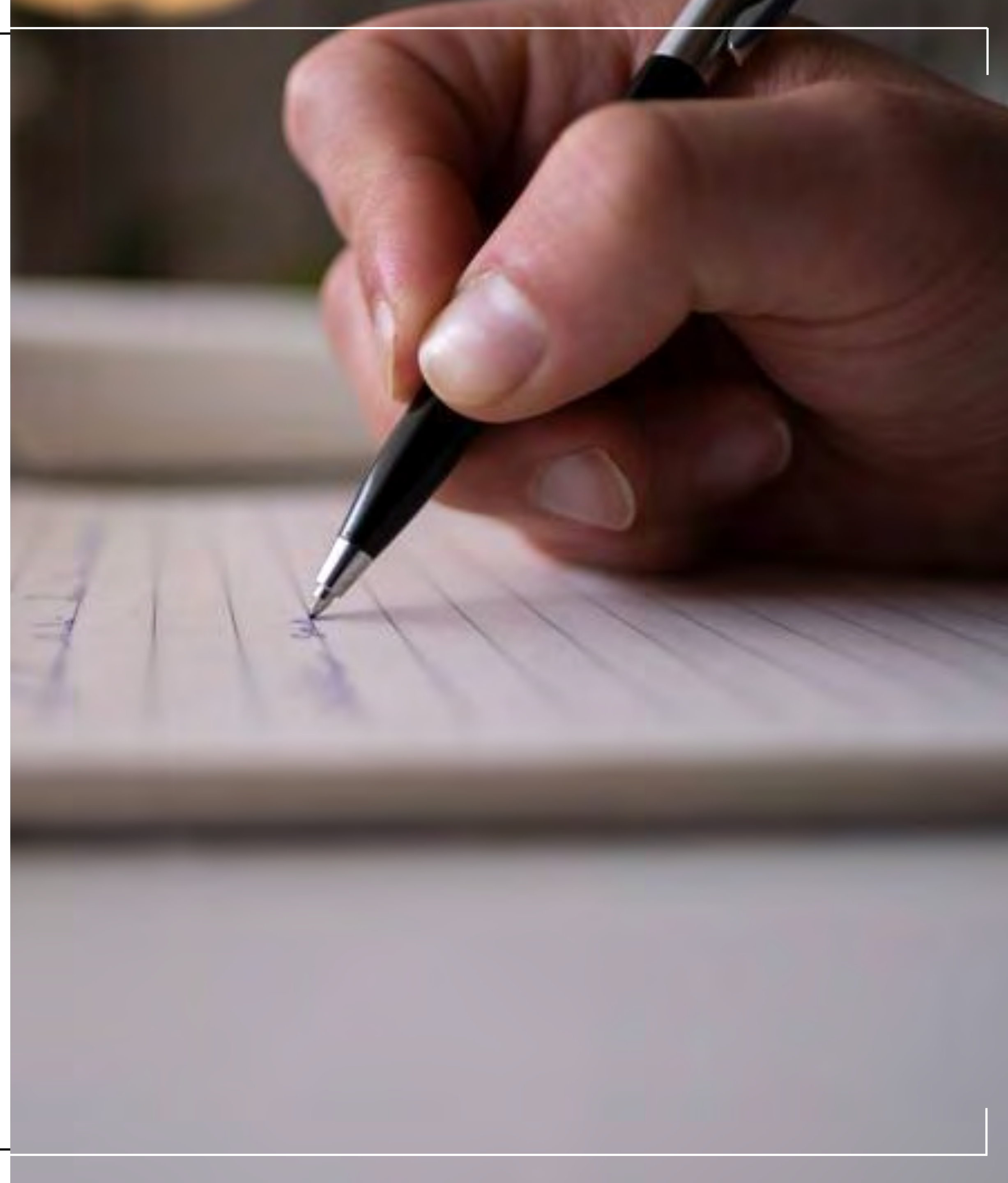


Take a piece of paper and write the prompt "Who am I?" at the top. Then, as quickly as possible, write down 20 different, honest answers. Do not overthink it; just fill the lines.

TWENTY STATEMENTS TEST

Now, look at the distribution of your answers and categorize them into four buckets:

- **P** = Physical Description (e.g., "I am tall")
- **S** = Social Roles/Statuses ("I am a parent," "I am a teacher")
- **R** = Reflective/Trait Descriptions ("I am patient," "I am an optimist")
- **E** = Existential ("I am a spiritual being")



COUNT YOUR STATEMENTS. WHICH ONE DOMINATES?

Physical Description Dominant:

The Dynamic: When physical descriptions dominate, you are practical, literal, and highly responsive to environmental triggers.

The Risk: Low abstract thinking or existential resilience during long-term life transition crises.

Growth Action: Dedicate 15 minutes a day to non-tactile intellectual inquiry or mindfulness to build cognitive flexibility.

Social Roles/Status Dominant:

The Dynamic: If social roles dominate, you view identity as entirely interdependent, relying on systemic contexts (duties, relationships, expectations).

The Risk: Extreme vulnerability to identity collapse when a career or relationship ends. Risk of turning into a social chameleon.

Growth Action: Cultivate projects completely detached from external roles. Find personal milestones that belong solely to your intrinsic values.



COUNT YOUR STATEMENTS. WHICH ONE DOMINATES?

Reflective/Trait Dominant:

The Dynamic: If reflective traits dominate, you prioritize absolute personal autonomy. Your sense of self travels cleanly across situations.

The Risk: Chronic feelings of isolation, resistance to social alignment, and a persistent belief that you are misunderstood or "fake" when adapting.

Growth Action: Practice intentional role adherence. Recognize that social structures and collective rules can be vehicles for stability rather than limits on authenticity.

Existential Description Dominant:

The Dynamic: High density of spiritual, global, or oceanic statements signals a deep moral or philosophical framework.

The Risk: Feeling untethered, alienated, or struggling to implement realistic daily execution habits.

Growth Action: Bridge the gap. Anchor grand ideas to small physical rituals (e.g., specific workspace configurations).



KEY POINT:

**YOUR SELF-CONCEPT IS NOT A CONCRETE
MONUMENT; IT IS AN EVOLVING ECOSYSTEM.
USE YOUR ANSWERS AS A GUIDE FOR EVOLVING
AS A HUMAN BEING.**

FINAL QUIZ

- To turn the temperature down in a heated discussion 1) lower your pitch, 2) slow the tempo, and 3) reduce your _____.
- What's the best way to connect with someone? Ask for their _____.
- Your employees don't want to know how to climb the mountain, they want to know _____.
- You can learn more about the Unspoken Rules of Leadership at what URL?



YOUR NEXT SESSION WITH SEAN GLAZE

KEY POINT FOR TODAY:
YOU ARE CAPABLE OF MUCH MORE THAN
YOU THINK YOU ARE.
ALL YOU NEED IS A ROADMAP.







JAMIE@JAMIETURNER.LIVE

678-313-3472



Want to learn more? Sign up for my leadership newsletter. Unsubscribe at any time.