

# NUCOR®

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## BUILDINGS GROUP

### NBG Commercial Services Supervisors Expand their Leadership Skills

*By Jerry Gaston*

Earlier this year, numerous Teammates within the NBG Commercial Services Team in Xenia kicked off a group book review. The training was based around the book *Becoming a Person of Influence* by John C. Maxwell. This book focuses on the areas of influence we have each day. The places we go, the things we do, and the people in our lives influence who we are, what we do and the results we get. Things happen daily that have some level of influence on us. Each of us possess the same influence on others and we can control how we can do this more effectively in a positive manner.

The training commenced with a kickoff session to provide an overview of the book and set up goals and expectations. Every few weeks, participants got together on a Teams call for a 60-minute discussion of each chapter. They spent the next few weeks working on specific actions and skills that were covered in those chapters. These “coaching” sessions provided an opportunity for them to practice what they learned.

At the conclusion of the training, Teammates shared brief feedback on their takeaways and what they thought could be of most value to their fellow TM’s. A summary is listed below, and I would encourage you to reach out to these Teammates for more information about their experience from this training and how you may benefit from it as well.



Tom Fannin, Detailing Supervisor, shared *“I appreciated that this training gave us the benefit of building stronger relationships within the detailing leadership team.”*

Justin Wallen, Detailing Group Leader, mentioned how he *“enjoyed the in-depth personal conversations that we had as a group as it helped us bond as a team. It also pushes you to reflect on things discussed between the actual sessions and put additional time into thinking about the areas where you can improve. It’s easy to get caught up in the day-to-day things and not make time to think about the items we cover in the book study. Sometimes it’s helpful to include assignments to really get yourself thinking about how you influence others.”*





Jimmy Erbaugh, Detailing Group Leader, shared his thoughts on this training by saying, *“I learned that in order to lead, you have to have influence with others. In order to build that influence, you have to truly listen to others, seek advice from your team and trust in their abilities. Leading goes beyond the day-to-day activities you can get caught up in, but you need to learn about the people that surround you to be able to understand their motivations and their goals.”*

Aubrey Welsh, Detailing Group Leader commented, *“This training pushed me to really evaluate where I currently was as a leader. It helped me to become more aware of the fact that each of us has influence on those we interact with and how I need to be intentional about making sure I am being a positive influence. Overall, I took away that we need to think of everyone at their highest potential. We need to have faith in others, and we should listen to understand and empower others in their growth.”*



Your ability to achieve results in any organization--be it a company, church, nonprofit, or even in your family--is directly tied to the leadership skills in your toolbox. *Becoming a Person of Influence* is one of the training opportunities that can be facilitated through the Learning & Development Team. If you have a desire to learn more about effective communications or other personal development training, please reach out to your leadership and our team for more information. We also have our eGuide, an electronic listing of all the different training programs our Team can facilitate.