

THE LEADERSHIP BLUEPRINT

The Power of
Genuine
Relationships

3 Principles That Will Change
How You Lead, Work, and Live



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THE LEADERSHIP BLUEPRINT



Why This Matters.

After nearly four decades in corporate America, I've seen many leaders come and go.

Some had the titles.

Some had the talent.

Some had the intelligence.

But very few had what actually mattered.

The ability to build real relationships. I've led teams, built teams, and learned the hard way what works—and what doesn't.

This is what does.

“People don't leave companies. They leave leaders who don't connect.”

Leadership is not complicated.

But it is personal.

Be Present—Because Most People Aren't Most people aren't present.

They're in the room—but not really there.

They're listening—but already thinking about what they're going to say next.

What this looks like:

- Put the phone down – don't even glance at it
- Look people in the eye
- Let them finish
- Listen to understand—not respond

When you're present, people feel it.

And that's where trust begins.

Lead With Value—Not Position

Leadership doesn't come from a title.

I've seen people with big titles who couldn't lead anyone.

And I've seen people with no title who everyone followed.

The difference is simple: Value.

What value looks like:

- Helping others succeed
- Showing up when it matters- Taking responsibility—
not credit

People don't follow titles.

They follow value.

Value can be shown at any time.

Build Trust Through Consistency

Trust isn't built in big moments.

It's built in small ones—every single day.

What builds trust:

- Doing what you say you'll do
- Showing up the same way—every day
- Treating everyone with respect

People don't need perfection.

They need consistency.

The Relationship Leadership Scorecard

Rate yourself from 1–5 twice for each item below:

- As you see yourself
- As others see you

Presence:

- I give people my full attention
- I listen to understand—not respond
- I eliminate distractions

Value:

- I help others succeed
- I support others without being asked
- I focus on others

Trust:

- I follow through
- I treat everyone equally
- I show up consistently

Scoring

36–45 - Strong

25–35 - Inconsistent

Below 25 - Growth needed

Final Thought

You don't need to have all the answers.

But if you learn how to treat people right and build genuine relationships... You will never be without opportunity.

Your call to action:

Be the leader people brag about—not the leader they survive.

Ready to Lead Differently?

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