



**Eisenhower Trivia**

Was born on October 14, 1890 in Texas.

Graduated in the middle of his class from West Point.

Injured his leg during a West Point football game.

Was "deeply religious" but not affiliated with any sect.

Married Mamie Doud.

Was a Republican.

First born son Doud, "Icky," died of scarlet fever at the age of 3.

Was made Supreme Allied Commander for the D-Day invasion of Europe.

Was the third five-star general following George Marshall and Douglas MacArthur.

Was the only former general in the 20th century to become president.

Camp David was named after his father.

Made his retirement home in Gettysburg, PA, where he had a putting green installed.

Died of a heart attack at Walter Reed Army Medical Center in Washington DC on March 28, 1969.



**Leadership Lessons from Eisenhower**

Wednesday, October 14, 2015  
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**Unproductive Meetings? Try Active Listening  
*Learning from Ike***

You already know the basics of making meetings more effective: Set an agenda and share it in advance; set a goal for each meeting; deal with the most important issues first; start on time; stick to the agenda (don't drift). Being organized and focused is critical, as no one wants to waste time.

One of our best role models for managing time is Dwight Eisenhower. Ike, in both his military and presidential leadership roles, was a master of productive meetings. He made sure that people came prepared to each meeting, and he worked to keep the agenda moving.

He added one factor that is worth reconsidering— LISTENING. An active listener, he sought the input of everyone on the team and then weighed every view. General Andrew Goodpaster (who succeeded Ike as NATO Supreme Commander and later served as senior adviser to Ike in the White House) wrote that Ike made sure everyone at the table discussed the key issues.



Ike did not allow concurrence by silence (you know the ones who sit back, say nothing, and then leave complaining that the wrong decision was made). Negative opinions needed to be aired, Ike felt. He liked to have the group come up with three alternative courses of action, and only then make the final decision.

Here's an illustration from this master listener. As WWII was ending, Ike visited with troops awaiting transportation home. They asked the general to find more transport ships to move the vast number of troops faster. Ike explained that he had no more ships available, but he weighed their concerns and offered a possible solution. If troops were willing to eat and sleep in shifts, he could get double the established number aboard each ship. Would troops be willing to put up with this inconvenience in order to get home sooner? Yes, they replied, no question. So Ike changed the orders, and the plan was implemented immediately.

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