

**Institutional Health**

*It's not just what we do, but how we do it*



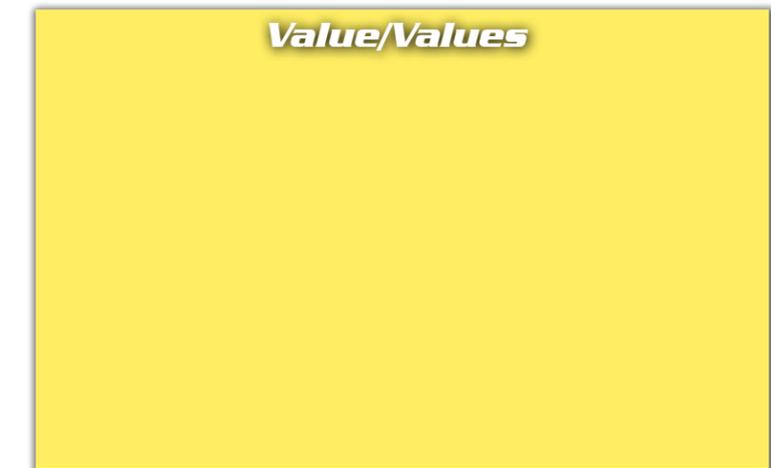
**Commitment, Loyalty & Trust**

*The driving force behind thriving organizations*



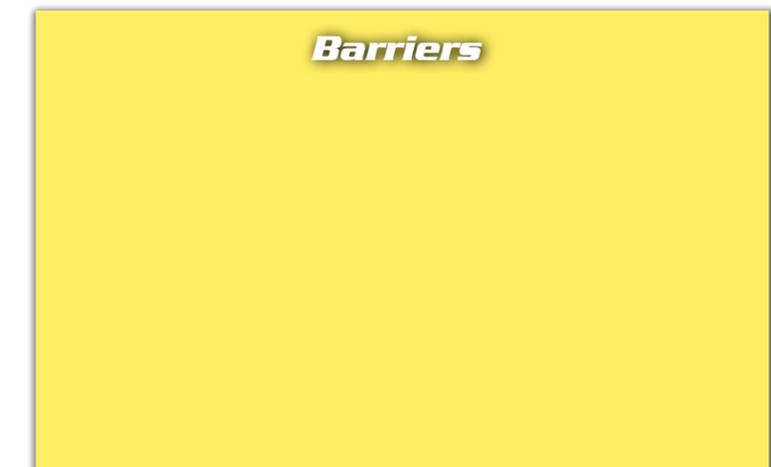
**Professionalism**

*The art of leading oneself*



**Power & Authority**

*The heart of leadership is influence*



**Behavior Psychology**

*We can trust that people will do what they perceive is in their own best interest*



★ People want to be a part of something bigger than themselves

★ Change what we mean by "Total Force" - We recruit an Airman, we retain a Family

### Tough Habits

Thinking Paradox & Systematic Thinking

Personal Biases & Blind Spots

*What spoke to you?*

*If we want to affect behavior, we must influence perceptions...*

*...“The single most destructive roadblock to an effective leader.”*

*What did it say?*

Communication

Tools

*What are you going to do about it?*

*“Seek first to understand...”*

*AF Professionalism is centrally expected but locally owned!*

<https://www.airman.af.mil>

[https://www.surveymonkey.com/r/PACE\\_EHC](https://www.surveymonkey.com/r/PACE_EHC)



★ Turn RHIP on its head - Rank Helps Influence People

★ “We are what we repeatedly do. Excellence, then, is not an act, but a habit” - Aristotle