July 2019 Webinar

“Chambers of Heart”
Building and Maintaining Trust and Relationships

Presenter:

The Honorable J. H. Corpening
Chief District Court Judge
Wilmington, NC
Webinar Information

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Ways to participate
1. Type your questions in the “Questions” box.
2. Raise your hand questions.
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The Honorable J.H. Corpening
Chief District Court Judge, 5th Judicial District
New Hanover and Pender Counties, North Carolina
Learning objectives

- LEARN WHY “HEART” IS THE KEY TO TRUST AND RELATIONSHIPS
- ESTABLISH THE 5 CHAMBERS OF “HEART”
- HELP YOU SEE A NEW APPROACH TO RELATIONSHIPS AND TRUST
- EMPOWER YOU TO BE A NEW KIND OF LEADER IN THE LIVES OF YOUNG PEOPLE YOU WORK WITH
INTRODUCTION

- FIRST REPLACEMENTS CLIP
- McGINTY HAD A SPOILED ALL PRO QUARTERBACK
- WHAT DID COACH McGINTY NEED?
- LEADING IS ALL ABOUT BUILDING AND MAINTAINING TRUST AND RELATIONSHIPS: SHANE FALCO
- IMPORTANT: 9/10 RULE
- WHERE’S OUR FOCUS?
- LET’S LOOK AT THE 5 CHAMBERS OF HEART
HONESTY

/>\[\textbf{FIRST STEP:} \text{HONESTY WITH THOSE WE LEAD AND OURSELVES. IMPORTANT?}\]

/>\[\text{SAY WHAT YOU MEAN, MEAN WHAT YOU SAY!}\]

/>\[\text{AFFECT OF “ME” WORDS}\]

/>\[\text{WHAT HAPPENS IN RELATIONSHIPS WHEN HONESTY LACKING?}\]
HONESTY

- BACK TO FALCO. SECOND “REPLACEMENTS” CLIP
- IMPACT OF FALCO’S HONESTY?
- IMPACT OF HONESTY ON OUR STUDENTS?
- HONESTY IS A BUILDING BLOCK OF “HEART”
RESPECT

- RESPECT OF OTHERS MUST BE EARNED: FIRST OFFER IT, THEN RECEIVE IT
- WE HAVE THE ABILITY: “JUST DO IT”
- HOW DO WE COMMUNICATE RESPECT?
- BARRIERS EXIST. OFTEN A MATTER OF PERSPECTIVE: OURS AND THEIRS.
RESPECT

- RECOGNIZE THESE BARRIERS

- WORK TO REMOVE SO THAT TRUST AND RELATIONSHIPS CAN DEVELOP

- SET THE EXAMPLE FOR OTHERS TO FOLLOW YOUR LEAD
RESPECT

- BACK TO FALCO: THIRD “REPLACEMENTS” CLIP
- WHAT HAPPENED THE FIRST TIME THE “PROS” TURNED OVER FALCO’S TRUCK?
- WHY THE CHANGE?
- RESPECT OFFERED: RESPECT GIVEN
- RESPECT IS A BUILDING BLOCK OF “HEART”
INTEREST

- “HEART” REQUIRES GENUINE INTEREST
- “ARE YOU LISTENING TO ME?”
- PERCEPTION:
  - WE DON’T LISTEN
  - WE WON’T LISTEN
- RESULT: NO CONNECTION
FIRST: LISTEN TO OUR STUDENTS (REMEMBER THE BARRIERS!)

SECOND: SPEND TIME: QUALITY AND QUANTITY
- QUALITY TIME IS MOTIVATED BY YOUR SINCERE INTEREST IN FOLLOWERS
- QUANTITY DEMONSTRATES COMMITMENT OVER TIME
INTEREST

- HOW WILL TEENAGER (OR ANYONE ELSE) RESPOND TO LACK OF INTEREST?
- HOW CAN WE SHOW INTEREST?
- BACK TO FALCO: HUNG OUT WITH HIS TEAM, SHOWED GENUINE INTEREST, TOOK UP FOR TEAM, PLACED TEAM BEFORE SELF
- WHAT HAPPENS WHEN SELF IS FIRST?
- INTEREST IS A BUILDING BLOCK OF “HEART”
COMMITMENT

 DEFINITION?

- NOT DEFINED BY A MOMENT
- MUST ENDURE OVER TIME FOR STUDENTS TO SEE
- INSPIRES AND ATTRACTS PEOPLE
- PEOPLE BUY INTO LEADER, THEN LEADER’S VISION
COMMITMENT

✦ “WE WILL NOT WAVER, WE WILL NOT TIRE, WE WILL NOT FALTER, AND WE WILL NOT FAIL.”

GEORGE W. BUSH, SEPTEMBER 2001

✦ WHY WAS COMMITMENT IMPORTANT?
✦ WHY IS YOUR COMMITMENT IMPORTANT?
COMMITMENT

- COMMITMENT STARTS IN YOUR HEART AND IS TESTED BY ACTION AND TIME.
- COMMITMENT OPENS DOOR TO ACHIEVEMENT, YOURS AND YOUR STUDENTS

JAMES MAXWELL: 4 KINDS OF PEOPLE
- COP-OUTS: NO GOALS, DO NOT COMMIT
- HOLDOUTS: DON’T KNOW, AFRAID TO COMMIT
- DROPOUTS: START, BUT QUIT
- ALL-OUTS: SET GOALS, COMMIT, PAY THE PRICE TO REACH

YOU ARE?
COMMITMENT

- FOURTH “REPLACEMENTS” CLIP
  - WHY DID THE QUARTERBACK WITH NO CONTRACT SHOW UP AT HALFTIME?
  - HOW DID THE TEAM RESPOND TO MARTEL, FALCO?
- WHAT HAPPENS TO OUR RELATIONSHIPS WHEN WE DEMONSTRATE COMMITMENT?
- WHAT HAPPENS TO TRUST WHEN WE DEMONSTRATE COMMITMENT?
- COMMITMENT IS A BUILDING BLOCK OF “HEART”
“WHEN A LEADER REACHES OUT IN PASSION, HE IS USUALLY MET WITH AN ANSWERING PASSION.”

JOHN MAXWELL, THE 21 INDISPENSABLE QUALITIES OF A LEADER.

TAKE YOUR TEMPERATURE: WHERE ARE YOU ON THE PASSION THERMOMETER?

WHY ARE YOU HERE TODAY?

DO YOU WAKE UP EXCITED ABOUT EACH DAY?

MUST CARE PASSIONATELY

ABOUT THOSE YOU LEAD: YOUR STUDENTS

ABOUT THE ORGANIZATION: YOUR SCHOOL
PASSION

❖ MUST HAVE A FIRE IN YOU TO START A FIRE IN OTHERS
❖ MUST BE A FIRE THAT OTHERS CAN SEE
❖ BATMAN SAYS: “IT IS NOT WHO YOU ARE UNDERNEATH, BUT WHAT YOU DO THAT DEFINES YOU.”
❖ FIRE OF YOUR PASSION MUST LIGHT THE WAY
PASSION

- FOUR TRUTHS ABOUT PASSION (JOHN MAXWELL):
  - FIRST STEP TO ACHIEVEMENT, YOURS AND YOUR STUDENTS
  - INCREASES YOUR WILLPOWER, AND THAT OF YOUR STUDENTS
  - CHANGES YOU, AND YOUR FOLLOWERS
  - MAKES THE IMPOSSIBLE POSSIBLE
- PASSION IS THE DIFFERENCE BETWEEN MARTEL AND FALCO
- PASSION IS THE KEY TO HEART
CONCLUSION

- WHERE DID WE START?
  - FIRST GAME
  - MISSING HEART: QUARTERBACK, BUT NOT THE LEADER

- FINAL “REPLACEMENTS” CLIP

- DIFFERENCE BETWEEN FIRST AND LAST GAME WAS “HEART”
  - HONESTY
  - RESPECT
  - INTEREST
  - COMMITMENT
  - PASSION
CONCLUSION

- BUILT RELATIONSHIPS WITH TEAM AND ACQUIRED THE TRUST OF HIS TEAM
- CLIP ENDED BEFORE GAME OVER, BUT:
  - FALCO, THE LEADER, UNDERSTOOD HIS ROLE
  - BROUGHT THE TOOLS TO ENABLE HIS TEAM TO WIN
  - HIS “HEART” EMPOWERED OTHERS TO WANT THE BALL, TO TAKE CONTROL, TO LEAD
CONCLUSION

- “HEART” ESSENTIAL TO BUILDING RELATIONSHIPS
- “HEART” ESSENTIAL TO MAINTAINING RELATIONSHIPS
- “HEART” ESSENTIAL TO TRUST
- RECOGNIZE THE IMPORTANCE OF RELATIONSHIPS AND TRUST IN YOUR LIVES
- LEAD WITH “HEART,” EVERY DAY, IN EVERY WAY
Questions?

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