

Director

If I've learnt one thing...

Take time out to relax

As the author of two business books, including the recently published: *Leave the B*stards Behind: An Insider's Guide to*

Working for Yourself,

Richard Maun has some useful insights into the way we work. He says it's ok for directors to "stop and play", perhaps spending a few hours on a Friday afternoon enjoying

the sunshine: "Senior executives forget their health," says Maun, "but wellbeing influences productivity and performance."

He uses technology "to improve time management", and believes directors should "make time to network to increase sales". He says: "A 10 minute chat can unlock new business. Members of networking groups will chat with you over a coffee and may buy what you have to sell. Over the months, you improve your selling and conversational skills—you become comfortable talking about your own

business." He adds: "If you're passionate about what you want to do, you can do whatever you like."

His views on UK leadership were born out of the research he did into his first book, *My Boss is a B*stard*. "We have senior directors who were trained 20 years ago in the command and control style. The younger directors are leading the change. A good leader is self-aware, learns humility and stands up when they've got it wrong. It shows you're human to admit to a mistake and encourages employees to try new things and make changes."

