



## FARRAR'S FAUCET

ACTIONABLE THOUGHTS ON PRINCIPLED BUSINESS RELATIONSHIPS

### Welcome

For an independent consultant I have a rare background – an economist who became a psychologist and a corporate executive with international experience and military training. I held senior positions in some of the world's largest companies before starting my own consulting and professional speaking business. My expertise is principled leadership behavior in business and organizations. The paybacks for my clients' regularly have broad strategic impact and exceed millions of dollars.

In more than twenty years of business I have been lucky enough to know many good leaders, and even a few great ones. Some I was fortunate enough to work for. They all showed a talent for dealing with people and issues that goes beyond personality traits or management training. They managed the immediate needs of their organization and set the direction for growth. They acted with candor and honesty. They were principled, *well connected* leaders.

Well Connected Leaders<sup>®</sup> understand that successful business is about relationships. It requires integrity, vision and commitment. They make the connection between *what* needs to be done and *how* it needs to be done.

It is not about being task focused *or* people focused. It is about being *both* task focused *and* people focused. It is about understanding that the soft stuff *is* the hard stuff.

Three basic principles that govern success:

1. Treat everyone with integrity
2. Align activities to deliver what matters most
3. Engage stakeholders to commit their time, talent and trust

What you get in Farrar's Faucet has been my ongoing passion: an expert's candid, informative and sometimes humorous view on the relationship between principled business behavior and better business outcomes.

#### ABOUT ME: DAVID FARRAR



A psychologist with an international practice as a consultant and professional speaker, David studied at the Royal Military College of Australia, (MUR), University of Melbourne, and Northwestern University, (Kellogg Business School). David has degrees in economics and psychology, graduated his master's program with honors, and qualified as a psychologist in Australia. David is the President of FGRAssociates, LLC, and Assistant Professor of Organizational Leadership at Saint Mary's University, Minnesota.

Home page: [www.FarrarsFaucet.com](http://www.FarrarsFaucet.com) Contact me at [David.Farrar@FGRAssociates.com](mailto:David.Farrar@FGRAssociates.com)