



BOOK NOTES

Streetwise

by Lloyd Blankfein

- Lead with calm in crisis: Stay steady; guide teams to safety.
- Plan contingencies rigorously: Great leaders are contingency planners.
- Build loyalty from below: Earn support from people over bosses, it lasts longer. Prioritize team over self, success comes from collective strength.
- Foster collective purpose: Blend your ambition with shared firm goals.
- Listen actively: Keep “big ears”, everyone contributes in a true culture.
- Own your life & decisions: Take full accountability; inspire lifelong commitment.
- Harmonize aggressive talent: Lead brilliant, competitive people toward common objectives.
- Adapt in good & bad times; Change proactively, not just reactively.
- Master risk Mgmt: Anticipate crises early to steer through them
- Embrace resilience: Understand cycles; things recover with perspective.
- Stay humble & self-aware: Roots in humble beginnings keep you grounded.
- Be blunt & honest: Candid assessments build trust and clarity.
- Steer toward something larger: lead for the institutions legacy beyond personal gain.

Book notes by Steve Frankl · Field Productivity Partners