

Limoncello and Leadership: A Simple Story of Belief

A Pizza Place Revelation

It was sweltering in Rome, the kind of heat that makes you desperate for shade. Carla and I found a little pizza joint near the Vatican, hoping to cool off with a drink. The waitress greeted us with a commanding presence—no nonsense. She wouldn't let us sit inside because we weren't ordering food. Fair enough. Instead, she set us up outside, eventually moving us to a shadier spot.

We had a round of drinks and left a modest tip—just 4 euros. What happened next caught me off guard. Her reaction was more than gratitude; it was as if we'd given her the world. It struck me. If this small act of generosity meant so much, what could we do with a little more intention?

We stayed longer and ordered another round. This time, we tipped her an extra 10 euros, plus ten more in cash. Carla praised her for her hustle, and I looked her in the eye and said, "You are valuable. Believe in yourself." Her response? "God bless you," she said, locking eyes with gratitude. Before we knew it, she was bringing us limoncello—on the house—telling us to relax and enjoy ourselves.

In that moment, it wasn't about the money. It was about connection, encouragement, and meeting someone where they were. A small act reminded us of the profound impact belief can have for both the giver and the receiver.

The Belief Pyramid

This experience ties directly into what I've come to call the Belief Pyramid. At its core, it's about what separates people who get by from those who thrive. What fuels growth?

Belief—not just in ourselves but in something bigger, in others, and the ripple effects of our actions.



Here's how the pyramid stacks up:

1. **Belief in God.** The foundation. A belief in God or a higher power provides grounding. It's about knowing who you are and why you're here, beyond a to-do list or life goals. It's a source of hope and resilience that steadies us in hard times. Studies even back it up—belief in something bigger strengthens our mental and emotional well-being. It's the anchor that helps us stand firm.
2. **Belief in Oneself.** You've heard it before, but it bears repeating: Self-belief is the starting line of success. Psychologists call it self-efficacy—belief in your ability to get things done. With it, you set higher goals, stay motivated, and bounce back from setbacks.

This isn't about arrogance; it's quiet confidence. When you believe you can, you've already done half the work.

3. ***Someone Who Believes in You.*** Think back to a time when someone believed in you. It might have been a coach, a mentor, or a friend. For me, it was my coach, Rick. He didn't just teach me—he believed in me. That belief gave me the courage to take risks and push beyond my limits. It's transformative. Having someone who believes in you can change everything.
4. ***Believe in Someone Else.*** Flip the script. Who can you believe in? Backing someone isn't just about building their confidence—it's about creating momentum. Leaders who believe in their teams build trust, morale, and productivity. But it's not just about leadership roles. Belief in others is an essential human connection. It's how we lift each other up.
5. ***Believe in a Greater Good.*** At the pyramid's peak is believing in something bigger than yourself—a cause, mission, and legacy. This isn't about grand gestures; it's about knowing that your work, actions, and life contribute to something meaningful. Believing in a greater good adds depth to our purpose and drives us to create lasting change.

Closing Thoughts

Carla and I didn't just share a meal at the pizza place that day. We shared a moment of belief. It reminded us of the power of meeting someone where they are, showing them their value, and offering a small kindness that can leave a lasting impact.

This is what outstanding leadership is all about. It's not just about what we do but how we do it. It's about bringing belief into every interaction—elevating others, encouraging them, and building connections that matter. So, here's my challenge: Who can you believe in today? How can you elevate someone's belief—or your own? You never know... that one small

act might be the spark that shifts someone from surviving to soaring.

To learn more about leadership, belief, and elevating others, visit my website at www.prestonpoore.com.

Cheers,

Preston