



3 Top Qualities of Effective Leaders



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If you aspire to becoming inspirational and effective leader you must continuously work on yourself and improve your management skills.

No one starts off as an effective leader or manager, but you can aspire to improve your skills by learning what leaders do, how they think and how they feel and then by copying them until you become one yourself.

Remember **leaders are made not born**, and they are self-made through personal development.

I'll discuss with you some of the qualities of successful leaders you can focus on to strengthen your leadership skills and get more results, better, faster easier, from other people.

Focus On Strengths

Now the first quality and effective leaders is their ability to focus on strengths.

They focus on the strengths in themselves, what they're really good at, and on the strengths of others, what they are really good at.

The fact of the matter is that strong people have far more weaknesses, including yourself, than they have strengths.

You can never achieve greatness and leadership by simply compensating for your weaknesses.

But you can become an outstanding manager by identifying your areas of great potential strength, what you like to do, what you do well, and then by focusing all of your energies and becoming outstanding in those few areas.

You only have to be really good in two or three areas for you to move to the top in your field.

Be a Role Model

Another important quality of an effective leader is to be a role model.

To be the kind of person that everyone else looks up to and wants to be like.

This is true in your work or in your personal life, it's true in your family, but it's also true as a manager.

Effective leaders carry themselves at all times, even when no one is watching, as if everyone is watching.

Leaders imagine that they live in a goldfish bowl and everyone is watching the leader in the leadership role.

They're very aware of the impact of their words and gestures on the people around them.

They realize that what they say has tremendous impact, so you must always be sensitive to the fact that everything you say or do is magnified many, many times by the people who look up to you or look up to you for guidance.

A positive remark from you someone over whom you exert influence or control has inordinately positive effects.

A negative remark or criticism from you as inordinately negative effects.

The impact of both are multiplied, so choose your words and your behavior with care.

Integrity

A third and perhaps the most important and respected leadership quality is integrity.

★ LEADERSHIP ★

P R O G R A M

CREATING LEADERS OF CHARACTER



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It's the most required and most admired quality of all people, but especially of the effective leader.

You see trust is the quality that binds all relationships, personal and business together.

The willingness and ability to trust the people you look up to and report to, is absolutely essential to your ability to perform at your very best.

Some nice people come up to me at my seminars and tell me that they like their jobs but they don't particularly like their bosses.

I tell them over and over there are the most important things you do if want to be successful at work is to choose your boss with care.

I've seen very few occasions where a person has been successful under a negative or dishonest boss with poor management skills.

In most cases you're wasting your life and your career by staying in a situation with a negative or untrustworthy person because the situation has no future.

So practice these qualities of the most successful and effective leaders to hone your skills for leadership success.

Only by continuously improving on your skills well you gained the respect and admiration that you deserve.



NATIONAL ASSOCIATION OF PROFESSIONAL MARTIAL ARTISTS



About Brian Tracy

Brian Tracy, a **Shotokan Karate Black Belt**, is Chairman and CEO of Brian Tracy International, a company specializing in the training and development of individuals and organizations. Brian also managed martial arts schools in his early career.

Brian's goal is to help you achieve your personal and business goals faster and easier than you ever imagined.

Brian Tracy has consulted for more than 1,000 companies and addressed more than 5,000,000 people in 5,000 talks and seminars throughout the US, Canada and 55 other countries worldwide. As a Keynote speaker and seminar leader, he addresses more than 250,000 people each year.

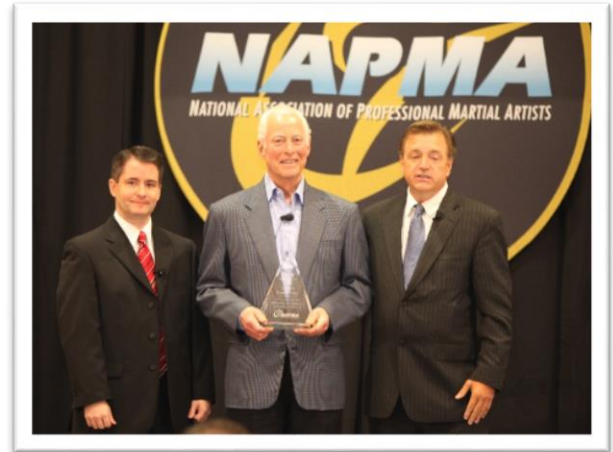
He has studied, researched, written and spoken for 30 years in the fields of economics, history, business, philosophy and psychology. He is the top selling author of over 45 books that have been translated into dozens of languages.

He has written and produced more than 300 audio and video learning programs, including the worldwide, best-selling Psychology of Achievement, which has been translated into more than 20 languages.

He speaks to corporate and public audiences on the subjects of Personal and Professional Development, including the executives and staff of many of America's largest corporations. His exciting talks and seminars on Leadership, Selling, Self-Esteem, Goals, Strategy, Creativity and Success Psychology bring about immediate changes and long-term results.

Prior to founding his company, Brian Tracy International, Brian was the Chief Operating Officer of a \$265 million dollar development company. He has had successful careers in sales and marketing, investments, real estate development and syndication, importation, distribution and management consulting. He has conducted high level consulting assignments with several billion-dollar plus corporations in strategic planning and organizational development.

He has traveled and worked in over 80 countries on six continents, and speaks four languages. Brian is happily married and has four children. He is active in community and national affairs, and is the President of three companies headquartered in Solana Beach, California.



Brian Tracy Accepting the Lifetime Achievement Award From Grandmaster Stephen Oliver and Master Toby Milroy of NAPMA