

Leaders remember... **2 ACT!**



Remember these key leadership traits by using the phrase
"LEADERS REMEMBER 2 ACT."

A- AWARE AND ACCOUNTABLE

AWARE: Types of awareness include: Situational Awareness, Emotional Awareness, Client Awareness, Company Awareness and Industry Awareness. Don't live under a rock! Be in tune with what is happening and stop ignoring the realities around you.

ACCOUNTABLE: Be responsible for the results of you and your team. Share the credit and own the blame. Protect the team where you can, but help them develop and improve upon any deficiencies that contributed to actual or perceived failures. Don't throw people under the bus!

C- COMPETENT AND CONFIDENT

COMPETENT: Do you have the skills required to succeed in your trade or profession? If not, what are you doing to build up those skills? Leaders don't need to be the expert in everything, but they need to be competent and demonstrate growth in their knowledge, skills and experience.

CONFIDENT: Be comfortable leading. Do not confuse this with arrogance or pride. Confidence is best exhibited when paired with the proper dose of humility. Remember you are human and the people you lead are human. You can boost your confidence by asking yourself, "So what?" Example: "So what if I don't close this sale?" This isn't an excuse to downplay your decisions, but a way to accept your realities and build resilience toward them.

T- TRUSTING AND TRUSTWORTHY

TRUSTING: A leader should be able to trust in the skills and training of those they lead. If you can't, ask yourself if the proper time and training has been invested in those you lead. Investing time to properly train up front will help develop the trust needed for a leader to pull away from micro-managing and allow those they lead to excel.

TRUSTWORTHY: Lack of trust will undermine all other traits. Are you a man or woman of your word? Can you be trusted to do what you say you will do? Remember, withdrawals from the proverbial trust account come in big chunks while deposits into the same account usually occur in small deposits over extended periods of time.