

The Don Hutson Report

Global Expert on Sales & Negotiations

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Do You Have the Attributes to be a Legendary Leader?

(Part 4 of a 6-part series on Managing and Leading Others)

The debate continues. Are strong leaders born or made? My belief is that, while some talents are inherent, impressive leadership abilities are most often displayed by those who have learned the skills and values needed to excel in today's arena. I'm convinced that these qualities are teachable and learnable, and that the six attributes discussed below have been consciously adopted by those who are inarguably recognized as legendary leaders.

Vision – The Bible tells us, “When there is no vision, the people perish!” It is incumbent upon leaders to establish and advance a solid vision for the future and to make each team member feel a part of it. Leaders are highly aware of the track records and capabilities of their team members and can, with reasonable predictability, project into the future the attainment required to make visions become reality.

Credibility – High performing leaders know that *what* is right is more important than *who* is right. They objectively require accountability throughout the organization, including in their own areas of responsibility. These gifted individuals have a reputation for honesty with all parties and are known for dealing in truths. These traits not only impress the team members, but make them eager to buy-in to the leader's vision and respond with inspired actions of their own.

Competence – The quality of being competent is best described as possessing the skill and ability to achieve the goals and objectives set forth. Most leaders achieved the position they currently hold largely by displaying abilities that impressed upon others their likelihood of getting the job done and they have exhibited an enviable track record of outstanding achievement. They are eager learners themselves and require that their people be as well. These leaders also give those they lead all of the support and positive example needed to excel.

Trustworthiness – We all know that we cannot demand that others trust us. Trust must be earned! This can only be done when we demonstrate impeccable integrity, and genuine concern for others who share our mission. Trustworthy leaders are known for keeping promises and following through with pledges and plans. We have all learned that people who display manipulation and conniving precepts are *not* to be trusted. The polar opposites of these people are the leaders who earn trust on a daily basis by actually “walking their talk”.

Humility – Humble leaders reject egotism and largely focus on others rather than on themselves. They can be confident without being arrogant. Great leaders give the credit to team members for significant achievements and take the blame for non-performance. Humility trumps egomaniacal behavior every time. Zig Ziglar used to say, "Egomaniac is a very strange disease – it makes everybody sick except the one who has it!"

Innovation – Legendary leaders work hard at being at the forefront of their industry. They do their homework, investigate new opportunities, and are willing to take reasonable risks. They know that to be a market leader, innovation and creativity must be part of the formula. They track trends with diligence, make decisions wisely, and always work to be on the leading edge in their chosen spaces.

These six attributes in a leader offer a high probability of organizational success. High achievers who share these strengths are constantly fine-tuning and tweaking everything required for reaching their goals quicker and growing their team members' capabilities more proficiently.

As they improve processes and inspire their team, the inevitable result is evidenced by multiple successful outcomes as well as an even more impressive image and reputation for innovation!

With each new challenge, legendary leaders rely on the attributes they have accumulated to progress into the unknown with sound strategies, a noble vision, and concern for their team members. What a pleasure it is to be led by such a person!

Want to learn more about these attributes? This video will help!

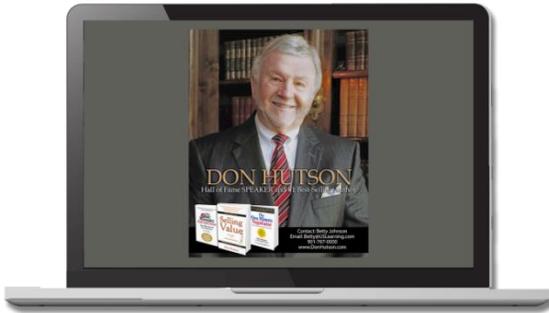
Click here to watch: <https://www.youtube.com/watch?v=k-9BAjdSqwU>

Note: I suggest that you follow this link to The Don Hutson Report Library to review the previous issues. <https://donhutson.com/dhreport-library/>

Here's our latest approach to sales Promotion; The Don Hutson QuikLook Media Kit. If you are a Corporate or Association Meeting Planner, you will want to review Don Hutson's Flipbook Press Kit and consider him for your upcoming events. Just click on the image below.

The U.S. Learning Online Learning QuikLook allows you to review our four top-level programs on Sales, Negotiations, Sales Management and Leadership with sub-topics and video excerpts for educating you to be your best! Just click on the image below.





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