

What Inspirational Leaders Do That You Can Do

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Are you a leader who inspires, who can move people to action? An IBM survey of 1,700 CEO's in 64 countries reveals that one of the most important leadership traits is the ability to inspire. So the question is, "What do inspirational leaders do that you should start doing.

- 1. Set goals.** Outstanding leaders know the end game. Then, they figure how to get there, what steps need to be taken. They share their goals with others. Your job should be to help others visualize the same goals.
- 2. Know where you stand.** Be a person with integrity and values. There shouldn't be a gray line when it comes to business dealings. Remember what happened to Jeff Skilling of Enron or Martha Stewart! People take their cue from their leaders. Don't jeopardize your career and the company with shifting values.
- 3. Up the bar on your communication skills.** Exception leaders know the value of clear communication and so should you. If you are one of these people who send out rambling messages and blur meaning with acronyms or technical jargon, work at being clear and con-

cise. Miscommunication can be costly to the company and to your own career.

- 4. Give credit where credit is due.** Inspiring leaders know that their success depends on others. When others do a great job or accomplish a difficult task, be sure to acknowledge their efforts. Compliment often. Never take credit for someone else's work.
- 5. Close your mouth and listen.** Great leaders are good listeners. When you are a good listener, you show people you care, that they matter. Through listening you can learn what works or what needs fixing in your department or the organization as a whole. However, being a good listener isn't easy. It takes practice. It takes being fully present and not distracted or multitasking. If listening isn't strength, now is the time to develop it.
- 6. Work in partnership with others.** Collaborate. While it isn't easy to work with people scattered around the globe, that's what great leaders do. They foster teamwork, regardless of time zones. Their teams utilize their strengths to get the job done. Turf wars are not tolerated.
- 7. Be optimistic. Attitude matters.** If you think you can, you will. Others will notice your positive approach on the job and it will start to spread. A complainer never gets ahead.

Inspiring leaders move mountains. Their passion and energy motivate others to succeed. Work towards acquiring the traits mentioned above so that others choose to follow your lead. Not only will you increase productivity, but morale will soar and retention increase.

Question: Describe the inspiring leaders you have known. What traits did you see them emulate? We're interested in your opinions. [Click here](#) – to comment on this article, share your concerns or ask questions. Judy will respond to all questions.

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