

# THE 7 CORE QUALITIES OF A LEADER

Great leadership comes from a capacity to create visions larger than yourself, and to make them real. If you want to become a true leader who influences others—to do more, be more, and give more—start here, with these seven core qualities.



**ENERGY**



**EMOTIONAL  
MASTERY**



**RELATIONSHIP  
MASTERY**



**TIME  
MASTERY**



**OWNERSHIP  
OF PURPOSE**



**FINANCIAL  
MASTERY**



**HONOR  
SUCCESS  
CELEBRATE  
VICTORY**



## LEADERSHIP CORE VALUE #1

# ENERGY

IT TAKES TREMENDOUS ENERGY TO GROW AND REALIZE A VISION.

Being able to tap into that energy—even when you're exhausted or experiencing a setback—often separates those who lead at the highest level from those who fall short.

**How would you rate your level of energy, especially when things aren't going your way?**



### HOW TO EXPAND YOUR ENERGY

Take care of yourself physically: train your body so that it grows in vitality and endurance

Tap into your vision: revitalize yourself—and those around you—by reaffirming and embodying the purpose that drives you

Direct undivided focus on your vision: create energetic momentum toward your goals through relentless dedication.



## LEADERSHIP CORE VALUE #2

# EMOTIONAL MASTERY

Extraordinary leaders bring certainty into uncertain environments. That doesn't mean you have all the answers, but you do have the inner conviction that you can find the answer and move forward.

The key is emotional fitness—a state of readiness. Having a capacity for humor, playfulness, curiosity, compassion and creativity in a stressful environment will grow your flexibility and emotional strength.

**How well do you do when all hell breaks loose?** Rate your capacity to bring certainty, creativity, humor, vision, and direction to times of uncertainty.



How can you bring these strengths to your next challenge?



## LEADERSHIP CORE VALUE #3

# RELATIONSHIP MASTERY

The quality of your life = the quality of your relationships.

Relationships are built by understanding and appreciating where people are coming from.

Your capacity to connect on a deep and personal level with other people is what allows you to break through limitations.

**How do you rate your own capacity to understand others, to penetrate beyond the surface of what people tell you?**



How can you elevate the quality of your relationships, starting today?



## LEADERSHIP CORE VALUE #4

# TIME MASTERY

One of the most important skill sets you can learn is how to extract greater results from the same hours or minutes. Cut through the clutter of to-dos and focus on how to get results.

*"It's so easy to get caught up today in activity and mistake movement for achievement." – Tony Robbins*

**How would you rate your mastery of time management?**



What could you do to improve it?



LEADERSHIP CORE VALUE #5

# OWNERSHIP OF PURPOSE

Great leaders are purpose-driven. Not only do they know what to do, they know why they are doing it. They're also able to help others tap into the power of WHY.

As yourself:

How do you describe what you do for a living? Is it work? Your career? Or is it your mission? Work tends to take more than it gives you. A career might be something you look forward to and invest some energy in. But if it's your mission, it is a powerful source of psychological and spiritual energy.

What level of purpose do you have now? How can you expand it and become a more effective leader?





## LEADERSHIP CORE VALUE #6

# FINANCIAL MASTERY

Even if you have extraordinary skills in other areas, a lack of financial savvy can destroy everything you've worked for. Effective leaders must have a certain level of financial awareness.

Right now, you're probably trading time for money—meaning that if you stop working, your cash flow stops as well. This is the **WORST** trade that you can make.

Get in the game and become an investor. Take a portion of what you earn off the table, and grow and compound it, so it can support you and your family in the future. (No matter what the economy may bring.)

How would you rate your level of financial skill—and what can you do to raise it?





LEADERSHIP CORE VALUE #7

# HONOR SUCCESS & CELEBRATE VICTORY

There's only one thing that makes people happy long term, and that's progress.

## PROGRESS = HAPPINESS

Correct in private and praise in public. When people are rewarded for progress and honored consistently, their hunger to become better is never-ending.

Do you tend to focus on people's victories, or on their failures? What actions would you take to start acknowledging progress—and deepen your capacity for effective bonding and leadership?

Great leaders find the way to appreciate progress in themselves and in others.