



Brian Tracy: *The Way to Wealth Part 3, and FocalPoint Business Coaching, "Leadership" Module*

Seven Qualities of Leadership

1. **Vision** – leaders have a clear vision of the future of the business, and they share it with everyone who works with the company.

What is your vision for the future of your company? What would it look like if it was a great company?

2. **Courage**- leaders have the courage to take calculated risks with no guarantees of success, especially to fulfill the vision.

In what areas do you need to take risks to make your vision a reality?

- 1.
- 2.
- 3.

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3. **Responsibility**-leaders accept 100% responsibility for everything that happens, and refuse to criticize, blame or make excuses:

What are your three most important responsibilities in your company?

- 1.
- 2.
- 3.

4. **Integrity**- leaders are completely honest with themselves and others. They get people to trust them by being trustworthy.

What are the three most important areas in your business that depend on your honesty and integrity to function well?

- 1.
- 2.
- 3.



5. **Commitment** – leaders are totally committed to the success of the business;

In what areas of your business are you most committed, and to what outcomes?

- 1.
- 2.
- 3.

6. **Concentration** – leaders have developed the ability, through constant practice, to concentrate in those areas where the most important results are possible.

In what three areas can single minded concentration on your part bring about exceptional results?

- 1.
- 2.
- 3.

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7. **Excellence** – leaders are committed to excellent work, and excellent products and services;

In what three areas is excellent performance the most important for the success of your business?

- 1.
- 2.
- 3.

Did you know?

By completing this self-test, you are in the top 10% of the business population. Most people never take the time to work on their skills or assess themselves.

The next step is to ask yourself the question: What are the top 3 actions I need to take right now to improve my situation?

- 1.
- 2.
- 3.

Do those things....now.

Why not talk to a FocalPoint Business Coach? We are skilled in Executive and Business Coaching.

A FocalPoint Business Coach has the management background and professional training to bring perspective to what you want to accomplish.

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