



## *Inspirational Emails*

### **Top Ten Ingredients of a Leader**

1. **Know your business.** Become an aficionado of whatever widget you are selling.
2. Maintain a laser-locked **focus on your mission**. Don't get so caught up in the process of "getting there" that you forget where "there" is.
3. **Embrace responsibility.** "The reward for taking more and more responsibility, is to be given more and more responsibility-otherwise known as "promotions."
4. **Model what you demand of your followers.**
5. **Pay attention** to following through on your promises and on your assignments to others.
6. **Develop** superior communication skills.
7. **Be opportunistic.**
8. Work **hard** and work **smart**.
9. You must have a strong leadership presence. **When you walk into a room, Own It.**
10. **"Winning" must be a *high* for you.** you have to "love the smell of napalm in the morning." Whether it is closing the deal, completing the project, besting the competition, or earning the promotion, if such things don't make you want to lose sleep, go the extra mile, and celebrate as you go up the ladder, you won't get very far up the ladder of leadership positions.

by Dr. Monte E. Wilson, III