So, what makes you a leader?

There’s a lot of talk about leaders, leadership, and leading these days. But what is it that makes you a leader?

Richard Pratt, CEO of Visy, acknowledges that most people have trouble defining leadership, although they know it when they see it. Among a number of other traits, here are some he shared with the 500 Club young business leaders in September, 2000:

- Leadership involves getting things started and facilitating change.
- To be a successful leader you must have a mission.
- You must have a bias towards action.
- You must know what he calls the Four Rules of Business:
  - Income must exceed expenditure
  - Collect your debts
  - Look after your best customers
  - Look after your best employees.
- You must know your strengths and weaknesses.
- You must be aware that you don’t get what you deserve; you get what you negotiate.
- You put your family first and your business second.
- You protect your reputation. It is your most important asset.

Source: Management Today, January-February, 2001