

## **Best Practice 3: INFLUENCER of INSPIRATION AND LEADERSHIP"™ (BEING: Influencer)**

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A Legacy Leader® understands that we cannot NOT influence, and therefore becomes an intentional influencer. It is about having a consciousness that all that we do influences, even when we aren't aware of it. In all we do, we will either influence in a positive or negative way. The Legacy Leader® makes a choice to BE an influencer in a positive way, regardless of the situation or circumstances. This becomes a way of life, a way of being. This awareness tempers our behavior both personally and professionally.

### **Critical Success Skills: Core Competencies**

Legacy Leaders are trail blazers, forging the path to great leadership with positive influence so that everyone is lifted up to be the best he or she can be. People are invited, not commanded, to contribute from their strengths and are filled with energy to deliver high quality outcomes. This leader is self-inspired and knows what inspires others. Influencing inspiration requires including the heart in all processes, connecting personally with others, and valuing them individually and corporately. To successfully influence leadership, the leader makes a conscious choice to be a positive presence that instills confidence rather than destroying it, and actively seeks ways to uplift and enhance the leadership growth of others. The ten critical success skills that compose this best practice include certain behaviors that take inspiration and leadership from mere words on a page to active influencers for shaping corporate success, and tomorrow's leaders, and exchanges organizational command-and-control for a nurturing structure and environment.

1. Be very adept at developing and maintaining relationships.
2. Use emotional intelligence and positive energy to influence others.
3. Choose to model the positive perspective in all situations.
4. Bring out the best in people.
5. Constantly acknowledge and recognize the attributes and contributions of others.
6. Intentionally delegate for the development of others.
7. Lead with a constant focus on showcasing others, not self.

8. Have the ability and courage to take risks and inspire others to follow.
9. Be able to make tough decisions with minimal negative impact.
10. Lead with humility and unwavering resolve to accomplish the goals of the organization through others.

### **BE-Attitudes of an Influencer of Inspiration and Leadership**

Among the long list of qualities and attitudes of a great leader in this Legacy Practice we would expect to find such things as humble, inspirational, others- centered, passionate, and an opportunity seeker (for others), to name just a few. However, we have already stated that Legacy Leaders have a solid platform of attitudes that set them apart from all other leaders.

This leader intentionally influences others through a set of both natural and highly refined basic attitudes that we have delineated for this Legacy Practice. These attitudes mark the very core identity of Legacy Leaders. We have listed the features we consider the Top Five BE-attitudes for your consideration in this Legacy Practice. These are not listed in any order of importance. Brief descriptions follow. A Legacy Leader, an Influencer of Inspiration and Leadership, IS:

#### **1. Relationship-Driven**

This person is not just relational, but relationship driven. This person realizes that everything in life, including business, is driven by relationships and he or she is therefore driven to build and maintain relationships. These people don't just "get along" with people, they must connect with them to thrive.

#### **2. Impact-Aware**

This person has developed a discernment that allows them to be consciously aware of surroundings, including his or her own impact on situations and other people. These people understand the value and the responsibility of their impact on other people, and as such are intentional about their influence. They know well the concepts of cause and effect, actions and reactions, and behavior and consequences.

#### **3. Self-Inspired**

This person does not need others to inspire self. These people are able to draw personal inspiration from a variety of sources. In this regard they are not externally driven, but self-driven. They are fully aware of what inspires them and are able to seek that inspiration on their own. They are authentic, confident and aware of personal values.

#### 4. A Mentor

This person may or may not have an official role or title as mentor, but they have an inborn attitude of coming along side others in order to build them and encourage them (mentor minded). He or she constantly seeks ways to improve others, to develop them, advance them and showcase them. These people have a self-awareness that their own development and experiences may be of benefit to others, and desire to share learning to move others forward.

#### 5. Positive

This person thinks and behaves in positive ways. He or she has an underlying positive viewpoint, and is always searching for (mindful of) the positive avenues and attitudes in any situation. This attitude does not mean this person is not realistic. They are able to think realistically, yet with a positive end point (outcome) in mind.