21 Indispensable Qualities of a Leader
by John Maxwell (with quotes from Tupperware Executive Directors)

1. Character - "Be your best, and do it with integrity" - Maria Moya. How you deal with the circumstances of life tells others many things about your character. Crisis doesn't necessarily make character, but it certainly does reveal it. Adversity is a crossroads that make a person choose one of two paths: character or compromise.

2. Charisma - First impressions are lasting impressions. The ability to draw people to you and want what you have. And like other leadership traits, it can be developed.

3. Commitment. It separates doers from dreamers. "Move people from ordinary to extraordinary by being caring and committed." Deborah Fisser. Commitment starts in the heart, is tested by action and opens the door to achievement.

4. Communication. Without it, you travel alone. If they don't know what you expect of them or where you're going, they won't follow you.

5. Competence. "Believe in yourself, and you can do anything. Go beyond life's circumstances." Mendy Higdon. You build competence by showing up every day, improving continually, following through with excellence, accomplishing more than expected and inspiring others.

6. Courage. One person with courage is a majority. "Replace fear with faith." Valerie Bills. Make courageous decisions. A leadership position doesn't give a person courage, but courage can give you a leadership position.

7. Discernment. "See people not as they are, but as they can be." Jane Bernas. You have to believe it them before they do.

8. Focus. The sharper it is, the sharper you are. The keys are priorities and concentration. A leader who knows the priorities but lacks concentration never gets things done. A leader who has concentration but no priorities has excellence without progress.

9. Generosity. Your candle loses nothing when it lights another. "Reaching out to others is the best exercise of all." Sharon Tahaney. Nothing speaks to others more loudly than generosity. True generosity comes from the heart and permeates every aspect of a leader's life.

10. Initiative. If you don't have it, they won't exhibit it. Leaders must always look for opportunities and be ready to take action.

11. Listening. To connect with their hearts, use your ears. Leaders touch a heart before they ask for a hand. Before asking for the hand, you must first know what’s in it.

12. Passion. Take this life and love it. What makes it possible for people who might seem ordinary to achieve great things? The answer is passion. Nothing can take the place of passion in a leader’s life.

13. Positive Attitude. If you believe you can, you can. It not only determines how happy you are doing what you do, it also has an impact on how others interact with you.

14. Problem Solving. You can’t let your problems be a problem. "Change is new fire!" Jan McDonough. Effective leaders always rise to a challenge with good problem-solving, anticipating issues, seeing the big picture, handle one thing at a time and never give up.

15. Relationship. People don’t care how much you know, until they know how much you care. “If you build the people, the people will build the business.” Brownie Wise. The ability to work with people and develop relationships is absolutely indispensable to effective leadership.

16. Responsibility. If you won’t carry the ball, you can’t lead the team. A leader can give up anything – except final responsibility. Leaders get the job done, go the extra mile, are driven by excellence, and produce regardless of the situation.

17. Security. Competence never compensates for insecurity. Leaders do not doubt themselves or their beliefs. No one can live on a level inconsistent with the way they see himself.

18. Self-Discipline. The first person you lead is you. No one achieves and sustains success without it. And no matter how gifted a leader is - the leader's gifts will never reach their maximum potential without the application of self-discipline.

19. Servanthood. To get ahead, put others first. You have to love your people more than your position. It’s not about position or skill. It’s about attitude.

20. Teachability. To keep leading, keep learning. Your growth determines who you are. Who you are determines who you attract. Who you attract determines the success of your organization.

21. Vision. You can seize only what you can see. A great leader’s courage to fulfill his vision comes from passion, not position. Vision is indispensable because vision leads the leader. “Don’t just be successful, be significant!” Scott Runyon