



Make Things Happen – Being a Proactive Leader

What separates the average leader from the successful leader?
Is it power? Is it chance? Is it opportunity? Is it luck?
It is none of these. It is their ability to **"Make Things Happen!"**

The great Carthaginian commander Hannibal once had a famous quote that puts it all into perspective:

"We will either find a way, or make one!"

This does not mean being a bull in a China Shop. It is more than that. If you were to ask yourself this one question, what would be your honest answer?

"How often do I allow myself and my team to get caught up in practicing daily acts of trivia?"

I hope you answered this question honestly, because I want to challenge you to think about some follow-up questions:

"Do I have a clear understanding of the company's most important goals?"

"If I don't, do I challenge my leader to make it clear?"

"Do my peers understand them?"

"As a team, how can we improve ourselves to contribute to these goals?"

"Are there ways we can improve our communication within the team, the company, but more importantly, amongst our peers?"

"Have I truly tapped into the skills of my team? Do I understand what they are truly capable of and what skills they may have that I am not aware of?"

"What can I do to support my team better?"

So let's move forward.....

Do you want to be a proactive or reactive leader?

Do you spend your time in crisis mode constantly putting out fires or are you thinking big picture?

If you are neck deep in the hands-on day to day work is this truly your role?

If it is, then what role does your team play?

Do you understand the needs of the individuals on your team?

As a proactive leader, don't you think you should be creating clarity in setting the path, direction, and vision for the team?

Absolutely!!

So.....

Are you a proactive leader?

Do you create solutions to stay ahead?

Do you anticipate problems, opportunities and new ways of doing things?

Do you accept input from your team?

Or do you sit back, let things happen, wait to be told what to do, and then formulate a plan of attack?

Take a time out to think about all that has happened in the past year and what the plan for the future is;

Are you or have you been an active participant in it or just been following?

and further.....

.... do you believe this has been successful?

Are you being proactive?

Proactive leaders have:

* A clear understanding of the company's most important goals

Where are we going and why?

* A focused understanding of how you and your team align with these goals and why what you are doing contributes to them.

How are we going to get there?

* A clear and aligned plan to accomplish your goals.

So, now that I have made you think, I have just a few more questions....

"Do you have a plan?"

"Was your team an active participant in developing it?"

"Do you believe it will be effective?"

"Is it measurable?"

After answering these questions, things to consider moving forward are:

A plan is all well and good but are you actually carrying out that plan?

Are you measuring your progress?

How often do you and your team measure the progress and how do you quantify that the measurement is of benefit?

Based on your results do you take the opportunity to fine tune it on an ongoing basis to adapt to changes that were not expected?

Great leaders take action!

They don't mind if the outcome ***doesn't go exactly "THEIR" way***, they just modify their approach until the outcome ***does go the "RIGHT" way***.

That's the essence of a great leader - THEY NEVER GIVE IN!

So Ask yourself:

Do you wait to be told what to do?
Are you a quitter?
Do you fail to follow things through?
Do you not listen to your team or peers?

If you do, notice why.

Your challenge:

Set a corrective action!
Communicate and seek support!
Empower your team to deliver results!
Do not accept mediocrity!

In closing

What actions are you taking right now to ensure you and your team are successful?
What did you do last week, yesterday, today to ensure this is happening?
What are you planning to do next week to ensure this?

*"Vision without action is a daydream,
Action without vision is a nightmare"*

Japanese Proverb

The proactive leader is one who is willing to challenge the traditional way of doing things.
They understand their circle of influence.
They operate outside the mainstream at times in order to be successful.
They **"ARE NOT"** willing to sit back and wait to be told what to do, they act!
They actively involve and seek input from their team and others in their actions!

Are you willing to accept the challenge of becoming a proactive leader?

I hope so and you answered all the questions I've challenged you with.

So take action to become the **"Proactive Leader"**

Good Luck!

A handwritten signature in black ink, consisting of stylized, overlapping loops and a long horizontal stroke at the end.