



Fourteen traits of leaders

"Leadership and learning are indispensable to each other."

John F. Kennedy



**"Success is the ability to go from
one failure to another with no loss of enthusiasm."**

Sir Winston Churchill

How do you determine if someone is a leader? You may have managed money, but people talk back. The traits for building an asset management firm or starting up a new hedge fund are different than managing any kind of fund whether its short or long. What are they?

1. The best predictor of the future is their past experience as a leader.
2. They create a vision and when they talk about the future their eyes light up.
3. They inspire people.
4. They love a challenge.
5. They emote a constructive spirit of discontent--that un-scratchable itch.
6. They abhor status quo.
7. When they speak--people listen.
8. They are not ideologues, but pragmatists.
9. They are responsible people who enjoy the feeling of accomplishment.
10. They possess a relentless iron will.
11. No one can lead without criticism or discouragement. (i.e. President's need to be able to deal with criticism) Leaders are separate from their peers and come from carrying responsibility that only they can carry—it's a certain mental toughness.
12. Both peers and family respect them which demonstrates their character.
13. Their strength of character—to what extent will the person go to be liked?
Sometimes you will ruffle feathers.
14. Great leaders reflect, learn from failure, fail up with integrity and by example.

"It's not what you look at that matters, it's what you see."

Henry David Thoreau

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