Leaders go first. They don’t sit on the sidelines waiting for someone else to take initiative. They don’t ask others to do what they won’t do themselves. They lead by example. This is what distinguishes leaders from theoreticians and armchair quarterbacks.

If you want to consider someone who truly took initiative, it would be Lt. Col. Hal Moore. He was depicted by Mel Gibson in the movie *We Were Soldiers*. Before leaving for Vietnam, he told his troops, “We are going into battle against a tough and determined enemy. I can’t promise you that I will bring you all home alive. But this I swear, before you and before Almighty God: that when we go into battle, I will be the first to set foot on the field, and I’ll be the last to step off. And I will leave no one behind. Dead or alive, we will all come home together, so help me God.”

This kind of spine-tingling initiative is essential because it instills confidence and courage and communicates the kind of commitment that earns trust.

How do you demonstrate initiative to your “troops”? 