



## We've launched our new website!

# Visit us at invoicepayment.ca

### Accelerate the way your business gets paid

#### NEWS FROM IPS INVOICE PAYMENT SYSTEM

In this special edition of InfoPays, we take the opportunity to announce the delivery of several exciting projects on which we have been focused during the last few months. IPS Invoice Payment System is pleased to inform our respected clients and payers of the following additions to our service:

- **Newly redesigned website.** With its fresh new look and many enhancements, we hope our new invoicepayment.ca will make your next visit more convenient, useful and user-friendly.
- **eCheque — an electronic payment feature unique in our industry available to all payers through the IPS Online Account Manager.** The *IPS eCheque* feature is an electronic cheque based on pre-authorized debit (PAD) allowing payers (our clients' customers) to conveniently pay invoices directly from the IPS Online Account Manager. All transactions made through the *IPS eCheque* feature are secured through SSL, a cryptographic protocol designed to provide communication security, backed by the Norton Secured Seal as the most recognized trust mark on the Internet.
- **A distinctive eCard allowing both our clients and payers an easy and convenient access to first-time login information to the IPS Online Account Manager.**

In accordance with our regular InfoPays schedule, we also feature an informative, educational article on the other side of the page. This month, we look at the defining characteristics of great leaders.



Discover the  
**IPS eCard**  
Use it today to pay online!

IPS  
invoicepayment.ca  
Accelerate the way your business gets paid  
ABC, COMPANY NAME  
8146935  
USER NAME PASSWORD

# HOW TO BECOME AN EXCELLENT LEADER

*"Management is doing things right; leadership is doing the right things." — Peter Drucker*

As part of this leadership topic, we examine some of the defining characteristics of great leaders. Through the 10 leadership maxims below, we are hoping to assist you in becoming a great, inspiring leader within your own company or community.

## 1. Leaders speak the truth.

Even though the practice of concealing information away from coworkers, friends, and family is a rather common occurrence in today's world, authentic leaders do not practice this. They always tell the truth without being hurtful. This, in turn, helps them foster strong relationships with staff, suppliers, advisors, and especially clients.

## 2. They lead from the heart.

The best leaders are not afraid to show their vulnerability. They genuinely care about other people and spend their days developing the people around them.

## 3. Leaders have strong morals and sense of ethics.

Strength of character gives leaders true power and authentic leaders always

work on their character. They practise what they preach and are aligned with their core values. In doing so, people trust, respect and listen to them.

## 4. Leaders are courageous.

It takes a lot of courage to go against the crowd and be a visionary. Inner strength allows true leaders to do what is right, even though it may not be always easy.

## 5. Leaders do the right thing.

While most people do things right, authentic leaders do the right thing. This is often the only way to lead their companies to unexplored frontiers, growth and success.

## 6. Leaders are curious.

Leaders are always in the know of the latest trends because they commit to continually reading and gathering ideas that they can use to improve their companies and products.

## 7. Leaders build teams.

Authentic leaders create workplaces that foster good working relationships and lasting friendships. Their teams

become an extension of their own skills and demonstrate the immense power of synergy.

## 8. Leaders are thorough.

The job of a leader is to go deep, making sure they never overlook important details.

## 9. They commit to excellence, not perfection.

Each and every one of us can be seen as a work-in-progress. Although authentic leaders commit to excellence in everything that they do and constantly push the envelope, they constantly raise the standards, they do not seek perfection and have the wisdom to know the difference.

## 10. Leaders are dreamers.

It is from our imaginations that great things are often born. Authentic leaders dare to dream up big dreams. Although they see what everyone else sees, they dream up new possibilities seeking ways to improve what is. They spend a lot of time creating blueprints for their ideas to create better products, better services, better workplaces and deeper value.

Created by the IPS Business Owner Success School (BOSS)

## IPS RECOMMENDS:

- **Inspiring other people.** Although it is a very challenging thing to do, the ability to inspire others is the biggest hallmark of a leader.
- **Questioning the status quo.** Asking how things can be improved or challenging the status quo are essential for great leadership. Leaders are never afraid to confront those who support the status quo and can deal with the conflict that may arise from that.
- **Being passionate about what you do.** Passion tends to be a very contagious thing. Leaders who are able to show intense passion around ideas, visions, products or services are the ones who are the most successful at recruiting others to help their visions.
- **Reading.** Reading the biographies of important leaders that you admire and fostering the characteristics that made them great.
- **Surrounding yourself with experts.** Having experts in your proximity can ensure that you have direct access to specialized knowledge and skills even if you do not possess them directly yourself.

