



---

# The 4As to Exceptional Leadership

---

Mustapha B. Mugisa  
Author . Speaker . Strategist

***#WinningMindset®** Leadership series  
with Mustapha B. Mugisa –  
Your Success Partner*

The A4s to WinningMindset® leaders:

- 1.** *Accept reality.*
- 2.** *Abandon obstacles.*
- 3.** *Appreciate their people and processes; and*
- 4.** *Adjust to better ways.*

Below is Mustapha's engaging talk to executives and managers who want to create commitment not just compliance and have staff morale through the roof again. Grab a cup of coffee and enjoy the speech delivered by Mustapha at the Breakfast meeting organized by the Insurance Regulatory Authority (IRA) of Uganda and attended by insurance CEOs.

Raise your hand if you are a frequent traveler? Yes, there in the corner? Do you travel by air or by foot?

[Audience murmurs]

Ok, thank you. Me too, I travel by both.

Recently, I have been travelling a lot. As the managing director, my role is look for opportunities. I am always moving around in search of them.

On my last trip in October, my son who was nine years old came and hugged me tightly: he said "Welcome Daddy, I missed you so much. You are my best Daddy."

Now I got to be honest, up until I got that passionate hug, I thought looking for money was more important than anything else. It did not realize that it was making me appear like a visitor in my own home!

Maybe I should reduce my travels so that I don't become a stranger to my family.

But there are some travels you cannot avoid. Like going to the village for the holidays to relive the good old days.

Last December, I went to the village and attended a village meeting. While at the meeting, one of the Elders said, since we have our son from Kampala here today, let him say something before we proceed. He should greet us.

So, how do you turn down elders? I stood up and said something.

**TO GET THE WHOLE DOCUMENT, REQUEST VIA EMAIL**  
**support@summitcl.com**