

Success is Never Accidental – Tips from Hugh Hilton

Continuing our series of insights into success, it has been a challenge to narrow down into just 3 or 4 points the wisdom of Hugh Hilton. Still surfing in his late 60s, Hugh believes that life and business should be fun. A charming, engaging and entertaining individual, Hugh is a change round specialist or a 'fixer'. He goes into companies which are in trouble and helps them to, not just survive, but to do business in a manner which is 'faster, better and more efficient' than anything they had done in the past. He does that by getting a better understanding of the organisation and then setting up systems for everything. A SYSTEM Saves You Some Time Energy and Money.



Picture taken before Covid-19

I find myself asking that question all the time when coaching leaders at all levels in organisations. How can we do this better, faster and more efficiently? Why is it that newer leaders at every level, have to work things out for themselves, rather than just follow the system. Most do not realise that policies and systems are different – and complementary – and that we need both.

Hugh Hilton's philosophy is that we each need to take charge of our life – and our work – and take responsibility for our actions and for our results. He says we need to embody the 6 "C"s. In this article, we look at Hugh's first 3 'C's of success.

Choice Curiosity Commitment

Choice – we make choices every moment of every day and the quality of our life is the sum of all the choices we have made. Regardless of circumstance we are always in control of the choices we make. Tough things happen to everyone – it is what you do about them that defines you as a person. Here are some guidelines for choice.

Choose to do the right thing – always act with integrity

Choose to do important things first, stick to the plan, rather than get distracted

Choose to be positive not negative

Choose to look for the good in people and operate from a strengths based model

Choose the win /win option over the win /lose one

Choose to work in a role that satisfies you and allows you to grow and develop

Curiosity – curious people ask more questions and great questions are the key to understanding what is happening in any situation. We should get curious about how other people process the world, how they make choices, what influences their decision making and what motivates them. Get curious about why things are done a certain way. Listen to understand first and then ask ‘what if we changed this, how would that work?’

Commitment - whatever you are doing, give it your best shot. Plan your week and your day, follow through on tasks to a high standard, be impeccable with your word, meet deadlines, keep appointments, be on time, be a team player. Ensure others know they can depend on you.

Which one of these 3 ‘C’s do you most need to focus on? Write down 2 things under the heading of choice, curiosity or commitment that you must take action on – and take the first step today!!

In the next article, we will review Hugh’s other 3 ‘C’s – Communication, Creativity and Compassion.

For more information on my CORE leadership programme go to www.lynnpeyton.com