



21 Irrefutable Laws of Leadership

The Dr. John C. Maxwell Leadership Philosophy

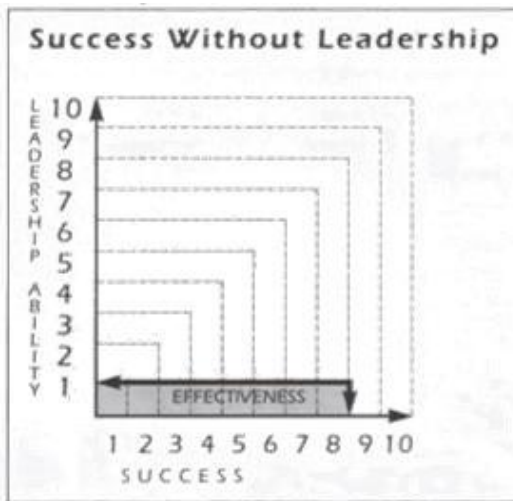
Here is what you can expect from the process as we engage the laws.

- We will _____ the law as an overview.
- We will discuss _____ the law.
- We will _____ others to the law.

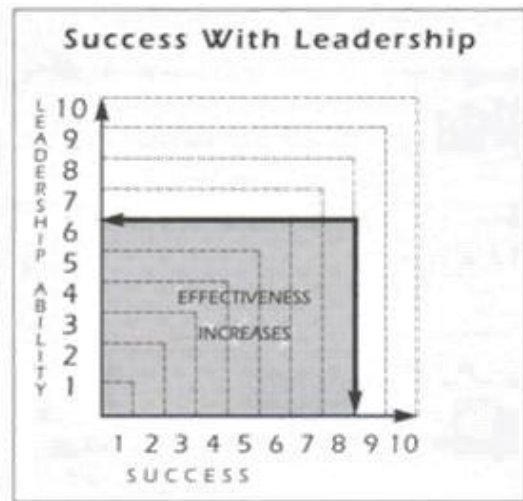
#1 - Law of the _____

Leadership ability is the lid that determines a person's level of effectiveness.

The lower an individual's ability to lead, the lower the lid on his potential.



Effective competent or productive person without leadership or influence.



Person with the same skills with the added ability to influence others.
The increase in effectiveness is 600%!



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Whatever you accomplish will be _____ or _____ by your ability to lead others.

How do we live out the _____ of the law of the lid?

A. What is the lid number on my leadership? How do I find that number?

Go through the 21 Indispensable Qualities of a Leader below;

Grade yourself on each one on a scale of 1-10; find the average.

That is your number.

	CHARACTER
	CHARISMA
	COMMITMENT
	COMMUNICATION
	COMPETENCE
	COURAGE
	DISCERNMENT
	FOCUS
	GENEROSITY
	INITIATIVE
	LISTENING
	PASSION



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	POSITIVE ATTITUDE
	PROBLEM SOLVING
	RELATIONSHIPS
	RESPONSIBILITY
	SECURITY
	SELF-DISCIPLINE
	SERVANTHOOD
	TEACHABILITY
	VISION

TOTAL _____ ÷ 20 = _____

- B. Ask those closest to you to grade you on your lid. Evaluate and consider the likenesses and differences.
- C. Go back to 21 qualities and find where you can make the greatest impact by growing. **Remember to work to your strengths.**
- D. Things you can do to raise your lid
 1. Value experience with reflection
 2. Invest in training
 3. Mentorship/Coaching



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4. Mastermind/Focus
5. Do something beyond yourself
6. Reflect on who has been a lid lifter in your life. What characteristics make them a lid lifter?
7. Make a “stop doing” list

Two Questions:

- Besides the McDonald brothers, what other business have you seen where the originators of the idea did not bring it to its maximum potential?

- Describe a time in your life when you were stuck and someone or something challenged you to look at the situation differently.

Could you grow your leadership ability by just _____?

As coaches and trainers, we begin by _____.



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List words or phrases that indicate an opportunity to teach the Law of the Lid:



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#2 - Law of _____

Leadership is not _____

It is _____, nothing more, nothing less.

Five Influence Myths:

1. _____ myth

The idea that _____ and _____ are one in the same.

2. _____ myth

Entrepreneurs are skilled at seeing _____ and going after them.

3. _____ myth

Knowing _____ and influencing others _____ take different skill sets.

4. _____ myth

You can get there first but if no one _____, you are not a leader.

5. _____ myth

If I have a _____, people will follow me.



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Seven Factors of Leadership

1. Character - _____
2. Relationships - _____
3. Knowledge - _____
4. Intuition - _____
5. Experience - _____
6. Past Success - _____
7. Ability - _____

“Leadership is influence- Nothing more and nothing less”

1. Lead from a “no leverage” position.
 - a. _____
 - b. _____

List words or phrases that indicate an opportunity to teach the Law of Influence:



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The three questions followers ask leaders:

1. Do you care for me?
2. Can you help me?
3. Can I trust you?

#3 – Law of _____

- Leadership develops daily not in a day.
- Leadership is like investing – it compounds.

Learn the law.

1. Subscribe to Maximum Impact
2. Engage in this program

Five Phases of Leadership

1. I don't know what I don't know
2. I know that I need to know
3. I know what I don't know (what is your plan for growth)
4. I know and grow – it starts to show
5. I simply go because of what I know

_____ the Law.

1. What is my _____ for growth?
2. _____ and _____ daily.



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3. Read John Maxwell's book, "Today Matters"
4. What will I commit to daily?

List words or phrases that indicate an opportunity to teach the Law of
Process:

Help people develop _____.

Be bigger on the inside than the _____.

The secret of our success is discovered in _____.