The JOHN MAXWELL **Team**

AN INDEPENDENT CERTIFIED COACH, TEACHER AND SPEAKER
WITH THE JOHN MAXWELL TEAM

#19 Law of _____ – *When to lead is as*

important as_____ and _____ .

Timing is often the_____ success and failure in an endeavor.

Every time a leader makes a move there are only four outcomes:

1. The _____at the wrong time leads to disaster.

2. The right action at the _____brings resistance.
   Proper timing requires:

   - Understandng
   - Maturity
   - Confidence

   - Decisiveness
   - Experience
   - Preparation

3. The _____at the right time is a mistake.

4. The right action at the right time _____.

   Winston Churchill described it this way – "***There comes a_____in***

   everyone's life, _____for which that person was born.

   That_____when he seizes it , will

   fulfill his mission – a mission for which he is uniquely qualified.

   _____***he finds greatness. It is his_____.***"

This is what we call being in the right place _____ with the right awareness.

This law is easy to see in_____. This timing issue is about when to pass, jump, stop, go, swing, punch, block, or duck – **Timing Matters!**

In_____it's when to buy, sell, grow, hold, bid, decline, invest, spend or save – **Timing Matters!**

In_____it's when to plant. Water, feed, prune. spray, graft, clip, or harvest – **Timing Matters!**

In_____it's when to meet, greet, love, discipline, give, take applaud, challenge, or praise– **Timing Matters!**

In_____it's when to hire, fire, promote, demote, forge ahead, slow down, reign in, empower, hold accountable, give reward, buckle down or celebrate – **Timing Matters!**

Reading a situation and knowing what to do are not enough to make you succeed in leadership. If you want your organization, department, or team to move forward, you must pay attention to **timing**. Only the right action at the right time will bring success. No Leader can escape the Law of Timing.

Some additional thoughts from the book:
1. Review major actions you've initiated in the past and discern how much attention you've given to timing.
2. Spend some time analyzing recent failed initiatives for your organization, department, or team to determine whether they were caused by the wrong action or the wrong timing.
3. As you prepare to engage in future plans, use the list of factors from the chapter to prepare for the timing of your actions.

Statements that can lead you to teach the_____ :

- *My organization is always lagging behind!*
- *It takes my followers a long time to warm up to an idea.*
- *My team complains that they just get used to one idea, program or initiative and I'm on to something else. They say I'm wearing them out!*

#20 Law of_____ *To_____, lead followers to multiply, lead leaders.*

Often, if not always, organizations lag behind. This causes a tension between where the group is and where we want them to be. The answer can be found in the Law of Explosive Growth.

1. If you develop _____ you can experience

   _____ .

2. If you develop a_____ your_____ can experience_____ .

3. If you develop _____ your _____ can experience_____ .

_____ is one thing, becoming a leader who

_____ is a different mindset.

Leaders who attract followers_____ to be_____ .

Leaders who develop leaders _____ to be _____ .

Leaders who attract followers_____the_____20 percent.

Leaders who develop leaders _____the_____20 percent.

Leaders who attract followers focus on _____.

Leaders who develop leaders focus on _____.

Leaders who attract followers treat _____the_____.

Leaders who develop leaders treat _____.

Leaders who attract followers_____with_____.

Leaders who develop leaders _____with the _____.

Leaders who attract followers grow by _____.

Leaders who develop leaders grow by _____.

Leaders who attract followers impact only the people they_____.

Leaders who develop leaders impact people _____.

Why doesn't _____ develop leaders?

1. Leaders are hard _____.

2. Leaders are hard _____.

3. Leaders are hard _____.

Statements to lead others to the Law of Explosive Growth

- *The more we grow our organization the heavier my load becomes*
- *I don't spend a lot of time with my key people*
- *I have several good people on my team; I'm just not sure they can lead others.*

#21 Law of Legacy – *A leader's lasting value is measured by*

_____.

Four disciplines to develop your leadership legacy:

1. _____ you want to leave.

2. _____ you want to leave.

3. _____ will carry on your legacy.

4. Make sure you _____.

Statements to lead others to the Law of Legacy

- *If I train someone to do what I do, I might work myself out of a job.*
- *I always get overlooked for promotions; they say there isn't anyone that can do what I do... I'm stuck.*