



It is not only important what you learn, but who you learn it from ...

John Maxwell Team

21 Irrefutable Laws of Leadership

The Dr. John C. Maxwell Leadership Philosophy

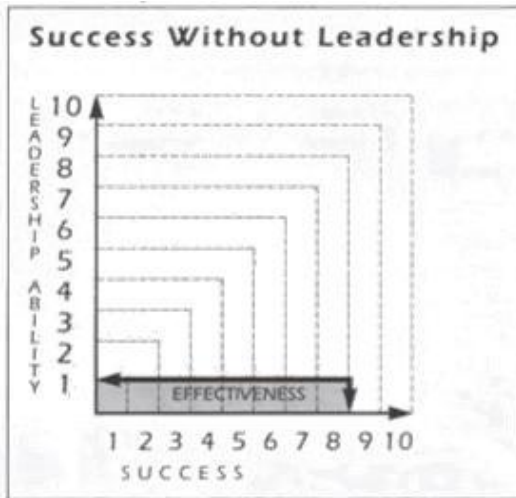
Here is what you can expect from the process as we engage the laws.

- We will Learn the law as an overview.
- We will discuss Living the law.
- We will Lead others to the law.

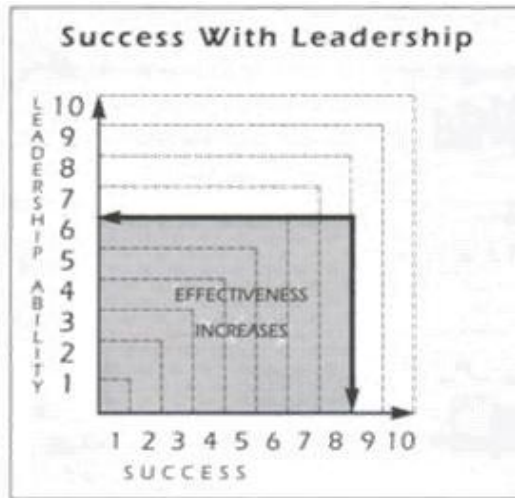
#1 - Law of the Lid

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%!

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



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

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

Go through the 20 Indispensable Qualities of a Leader; grade yourself on each one on a scale of 1-10; find the average. That is your number.

___ Character	___ Focus	___ Responsibility
___ Charisma	___ Generosity	___ Security
___ Commitment	___ Initiative	___ Self-Discipline
___ Communication	___ Listening	___ Servanthood
___ Competence	___ Passion	___ Teachability
___ Courage	___ Positive Attitude	___ Vision
___ Discernment	___ Problem Solving	
		Total _____
		÷ 21 = _____

B. Ask those closest to you to grade you on your lid.

Evaluate and consider the likeness 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



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3. Mentorship/Coaching
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 1% per week?

As coaches and trainers, we begin by listening listening.



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#2 - Law of Influence

Leadership is not title, position, power or stature

It is Lid, nothing more, nothing less.

Five Influence Myths:

1. Management myth

The idea that leading and managing are one in the same

2. Entrepreneur myth

Entrepreneurs are skilled at seeing opportunities and going after them

3. Knowledge myth

Knowing "what to do" and influencing others "to do it" take different skill sets

4. Pioneer myth

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

5. Position myth

If I have a title or position, people will follow me.



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Seven Factors of Leadership

1. Character - who they are
2. Relationships - who they know
3. Knowledge - what they know
4. Intuition - what they feel
5. Experience - where they've been
6. Past Success - what they've done
7. Ability - what they can do

Leadership is influence - Nothing more and nothing less

1. Lead from a no leverage position
 - a. volunteer organization
 - b. Lead your peers
2. Lead those above you

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

The three questions followers ask leaders:

1. Do you care for me?
2. Can you help me?



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3. Can I trust you?

#3 - Law of Process

- 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

Live the Law.

1. What is my plan for Growth?
2. Plan and reflect daily.
3. Read John Maxwell's book, "Today Matters"

Lead the Law.

1. What will I commit to daily?



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This law is the lid lifter

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

Help people develop inside - out.

Be bigger on the inside than the outside.

The secret of our success is discovered in our daily agenda.