



The Dr. John C. Maxwell Leadership Philosophy

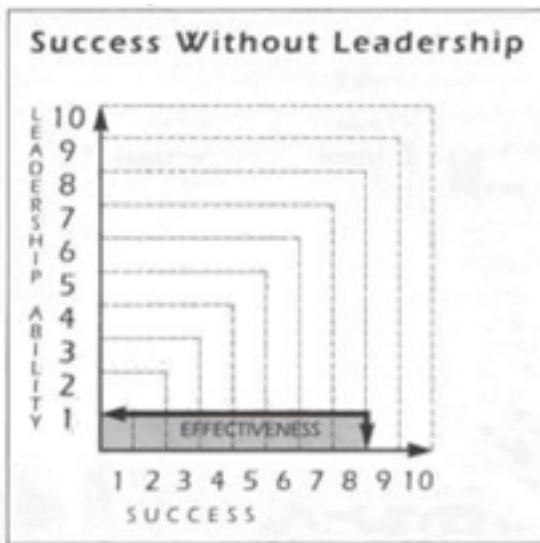
Here is what you can expect from the process as we engage the laws:

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

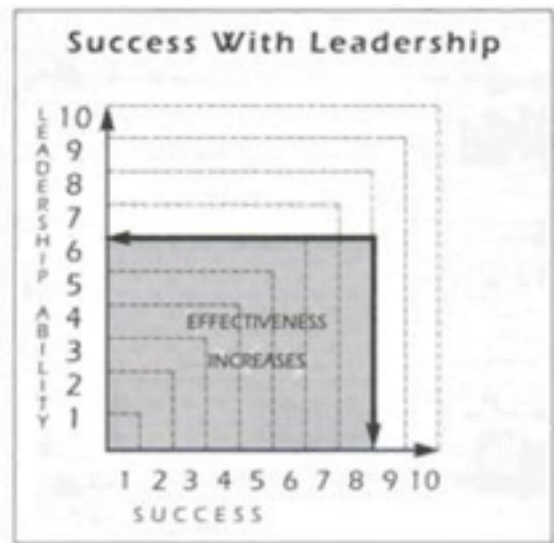
#1 – Law of the Lid

Leadership Ability Determines a Person’s Level of Effectiveness

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



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 _____ or _____ by your ability to lead others.

21 Irrefutable Laws of Leadership



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; grade yourself on each one on a scale of 1-10; find the average. That's your number (lid).

- | | | |
|-----------------|---------------------|-------------------|
| – CHARACTER | – FOCUS | – RESPONSIBILITY |
| – CHARISMA | – GENEROSITY | – SECURITY |
| – COMMITMENT | – INITIATIVE | – SELF-DISCIPLINE |
| – COMMUNICATION | – LISTENING | – SERVANTHOOD |
| – COMPETENCE | – PASSION | – TEACHABILITY |
| – COURAGE | – POSITIVE ATTITUDE | – VISION |
| – DISCERNMENT | – PROBLEM SOLVING | – RELATIONSHIPS |

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 on your strengths.

D. Things you can do to raise your lid:

- Value experience with reflection
- Invest in training
- Mentorship/Coaching

- d. Mastermind/Focus
- e. Do something beyond yourself
- f. Reflect on who has been a lid lifter in your life. What characteristics make them a lid lifter?
- g. Make a “stop doing” list

21 Irrefutable Laws of Leadership



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 _____?

List words or phrases that indicate an opportunity to grow in leadership that will raise the Law of the Lid in your life:

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#2 – Law of Influence

The True Measure of Leadership Is Influence – Nothing More, Nothing Less

➤ Leadership is not _____, _____, _____ or stature.

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 you have a _____, people will follow me.

21 Irrefutable Laws of Leadership



Seven Factors of Leadership

1.Character - _____

2.Relationships - _____

3.Knowledge- _____

4.Intuition- _____

5.Experience- _____

6.Past Success- _____

7.Ability- _____

Leadership is _____, nothing more, nothing less.

1.Lead from a _____ position.

a. _____

b. _____

2.Lead those _____ you.

Remember the three questions followers ask leaders:

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

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#3 – Law of Process

Leadership Develops Daily, Not in a Day

- Leadership is like investing – it compounds.

Learning the Law

1. Subscribe to leadership resources
2. Seize opportunities to demonstrate leadership traits in everyday living

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

Living the Law

- **This law is the lid lifter!**

1. What is my _____ for growth?
2. _____ and _____ daily.
3. Read John Maxwell's book, Today Matters
4. What will I commit to daily?

5. Help people develop _____

6. Be bigger on the _____ than on the _____

7. The secret of our success is discovered in _____