#4 Law of Navigation

Learning the Law of Navigation

The law of **Navigation** – Anyone can steer the ship but it takes a leader to chart the course.

1. Navigation requires **preparation** – A leader is one who sees more than others see, who sees farther than others see and who sees before others do – Leroy Elms

2. Navigation requires **a vision** of the future


Living the Law of Navigation.

A. Leading influence requires continual preparation - Follow this acronym – **PLAN AHEAD**
   
   P= **Predetermine** a course of action
   
   L= **Lay out** your goals
   
   A= **Adjust** your priorities
   
   N= **Notify** key personnel
   
   A= **Allow** time for acceptance
   
   H= **Head** into action
   
   E= **Expect** problems
   
   A= **Always** point to success
   
   D= **Daily** review your plan
B. Navigation requires **careful** reflection of the past.

Careful reflection means

1. Don’t learn the wrong lessons
2. Fail forward
3. Keep success in perspective

**Lead others to the Law of Navigation**

To navigate for others you must be **prepared**. Know your craft!

Things to Listen for:

- *My people will do anything I say but I have to tell them “listen people”*
- *I’m not even sure what I need to do next.*
- *I’m in over my head*
- *I’m not sure what to do next.*
- *We keep hitting the same wall.*
#5 Law of **Addition**

Leaders **add value** by serving others.

The bottom line in leadership isn't how far we advance ourselves but how far we advance **others**.

The interaction between every leader and follower is a relationship and all relationships either add to or subtract from a person's life. If you are a leader, trust me you are having either a positive or a negative impact on the people you lead.

There is one critical question:

Are you making things better for the people who follow you?

**Facts about the Law of Addition:**

1. If you can’t give some **evidence** of making things better for your people, then you are probably a subtractor.

2. 90% of all people who subtract do so unintentionally.

3. When a leader subtracts and doesn’t change his ways, he goes from subtracting to **division**.

4. In contrast 90% of all people who add value do so intentionally. Why? Because human beings are naturally selfish. I’m selfish, adding value requires me to be on **purpose**.

5. Add enough value to enough people and your effort **multiplies**.
Benefits of adding value, serving others:

1. It benefits those being served
2. Serving is fulfilling
3. It allows us to lead with the right ____motives____.
4. Serving develops a leadership ____culture____ and a leadership ____team____.

You don’t need a title to serve.

Live the Law of Addition

1. Add value by valuing others.
2. We add value when we make ____ourselves____ more valuable.
3. We add value to others when we ____know____ and ____relate____ to what others value.
4. We add value to others when we do the things God values.
   The more influence I have, the greater my impact on others – for better or worse. I want to add value not take it away.

Leading others to the Law of Addition by asking the following:

1. How and when are you a servant leader?
2. When do you get impatient and or resentful?
3. Are there tasks beneath your dignity/position?
4. Make it a practice to perform small acts of service without seeking credit?
5. What do the people closest to you value?
#6 The Law of **Solid Ground**

Trust is the **foundation** of Leadership.

Trust is like change in a leader's pocket. Each time you make good decisions, you earn more change. Each time you make poor decisions you pay out some of your change to people.

**Living the Law of Solid Ground**

We build trust by consistently exemplifying competence, connection and character.

Character makes **trust** possible and trust makes **leadership** possible. That is the Law of Solid Ground.

Character communicates the following:

**Consistency** – followers need to know what they can count on. Billy Graham is a great example of this.

**Potential** – You can never go beyond the limit of your character for very long.

**Respect** – This is putting what’s best for the organization ahead of Personal gain and admitting when you've made a mistake.
Leading others to the Law of Solid Ground

Earn **trust** with your client

Listen for the following:

- *My team seems to hold back*
- *I have a difficult time rallying the troops.*

Ask your client these three questions:

1. In your current position, what are some of the most important things you do that build trust with others? What might happen if you stopped doing them? What could be the costs?
2. John mentions that leaders can earn relational change or have it taken away. When you make mistakes, how do you restore confidence in yourself? If someone in leadership above you makes a mistake or breaks your trust, what might help restore your trust?
3. What can you do to keep track of the trust you are building in your relationships?