



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

# John Maxwell Team

## The 21 Irrefutable Laws of Leadership

**#7 Law of Respect** - People naturally follow leaders stronger than themselves.

### Six Qualities that Help a Leader Gain Respect

#### 1. Natural Leadership Ability

One of the greatest pitfalls for natural leaders is relying on talent alone.

#### 2. Respect for Others

True leadership is voluntary

- a. When people respect you as a person, they admire you
- b. When people respect you as a friend, they love you
- c. When people respect you as a leader, they follow you

#### 3. Courage

This demands being willing to stand alone

Do what's right

Risk failure, danger and criticism

#### 4. Success

Success is an attractor

People are drawn to accomplishments

Advice is cheap, results are priceless



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### 5. Loyalty

This is a dying attribute – most of us want instant gratification

Loyalty requires steadfastness

### 6. Value added to others

This perhaps is the greatest source of respect

#### Measure your level of respect

1. Look at the people you source. Who chooses to follow you?
2. How do people respond when you ask for **commitment** or change?

#### Leading other to the Law of Respect

Write a Purpose Statement

Practice a habit or goal that will help you improve the Six Qualities that will help a leader gain respect.

Things to listen for so you can lead others to the Law of Respect:

- *My people are slow to change*
- *I can't get people to volunteer*



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**#8 Law of intuition** - Leaders evaluate everything with a leadership bias.

Not everyone is intuitive in the area of leadership, but everyone possesses intuition.

In fact, everyone is intuitive in their area of strength.

The Law of Intuition depends on much more than the facts.

It is fact plus instinct plus conditions.

### Living the Law of Intuition

Who you are determines what you see.

*If you" wanna see more... BE more!"*

- Go back to our lesson on the Law of the Lid and review your score on the qualities of a leader.
- Do things that will increase those qualities.
- In the area of profession, look for ways to be better.

### Three Levels of Leadership Intuition

1. Those who naturally understand leadership
2. Those who can be nurtured to understand leadership
3. Those who will never understand leadership



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Develop intuition by developing your thinking:

- Research the project.
- Render the plan.
- Rehearse the play.

Napoleon Hill says, "Once you have a burning desire and you live in purpose with that desire, decisions come quickly and easily and seldom if ever will you change your mind."

### Lead others to the Law of Intuition

Listen for the following that indicates an opportunity to teach this law.

- *I know in my gut I need to...*
- *I get a hunch but how do I know...?*

Wayne Dyer said, "If prayer is us talking to God, Intuition is when God talks to us."

Some people believe you have to be in the right place at the right time. Almost every time a leader is in the right place at the right time, other people are in the same place at the same time.

The difference is intuition - which is being in the right place at the right time with the right awareness.



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### #9 The Law of Magnetism – Who you are is who you attract.

1. Generation

Most organizations, groups, companies and even departments attract individuals of similar age.

2. Background

The personal circumstances and experiences that shape somebody's life, e.g. ethnic and social origins, upbringing, education, and work experience.

3. Attitude

The way a person views something or tends to behave towards it.

### Living the Law of Magnetism

- Before going any farther make a list of qualities that you are looking for in people you bring around yourself. Now determine if you possess those qualities.
- Take time now to establish or review your personal:

Mission Statement – What I'm about – Who I am

Vision Statement – What will I do next? In 1 year, 5 years, etc.



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Core values – What I believe

Social Contract – How I will act and who will I be accountable to?

1. Internalize your mission and vision statements as well as your core values and social contract
2. Live up to them
3. Look for people who are in harmony with you

“Find people who believe what you believe but think different thoughts.”

### When to lead others to the Law of Magnetism

- *When you hear any statement concerning a leader's staff, especially in a negative connotation, it's also a great opportunity to edify a client who has a great staff.*
- *When you hear a leader talk about the staff they wish they had.*