#16 **Law of the Big MO** – Momentum is a Leader’s Best Friend

1. Momentum is the **great exaggerator**

2. Momentum makes the leader **look better** than they are
   - Young leaders often get less credit than they deserve because **have little to no momentum**
   - Once we have momentum it makes us look better than we are
     One word that can help you enjoy the fruit of your labor to build momentum without letting it destroy you - **GRATITUDE**

3. Momentum helps followers **perform better** than they are
   - The **initial work is the toughest** for the least results!
     - Know it
     - Understand it
     - Protect every but of momentum you build

4. Momentum is **easier to steer** than to start

5. Momentum is a powerful **change** agent
   - It’s imperative that we understand how best to help our clients **initiate change**
   - When we are winning – Nothing Hurts!

6. Momentum is the Leader’s **responsibility**
   - It takes a leader to **create momentum**, it doesn’t just happen
     *If you can’t MAKE the Heat get out of the Kitchen*

7. Momentum **begins inside** the Leader
The Law of the Big MO is:

A mindset/Awareness
Environment/Culture
Everyday/Preparedness

You can be an overnight success after 20 years of hard work!
#17 Law of **Priorities** - Leaders understand That Activity is Not Necessarily Accomplishment

This law determines our effectiveness.

This law is the lever that instead of focusing on getting **more** done, a great leader gets the **RIGHT things** done!

**Today I will get the RIGHT things done!**

3 R's for Priorities

1. What’s **required**
   - What must I do that nobody can or should for me?

2. What gives me the greatest **return**
   - What am I doing that can be done at least 80% as well as someone else?

   *Just because I can doesn’t mean I should.*

   - What can I do that can be doubled or triple purposed?

   This is a leverage question.

3. What brings the greatest **reward**?

4. As the leader it is a terrific **advantage** to be in a place to **choose what you do**

   *There are many things that catch my eye but only a few things that catch my heart.*
#18 Law of **Sacrifice** – The Leader must give up to go up

1. There is **no success** without sacrifice.
2. Leaders are often asked to **give up more** than others.

As you rise in leadership, responsibilities increase and rights decrease.

*The heart of Leadership is sacrifice*

-It's doing what is best for the team

3. You must keep giving up to **stay up**

*Sacrifice is not a onetime payment!*

4. The higher the level of Leadership the **greater** the sacrifice.

If you are enjoying success today someone has gone before you and **paid the price**.