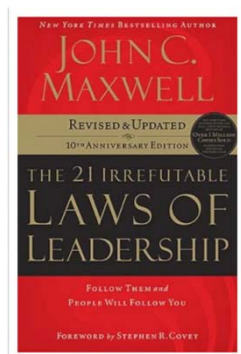


The 21 Irrefutable Laws of Leadership



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The JOHN MAXWELL **Team**

3 Laws to Transform Your Leadership

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- Leadership is an ability that can be learned
- It is governed by basic laws
- Learn the laws and you will learn to lead

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Today

- Law of The Lid
- Law of Influence
- Law of Process

John Maxwell

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What is Leadership?

Leadership is the process of transforming potential into desired results through the systematic organization of talent.

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What is Leadership?

Leadership is the process of **transforming potential** into desired **results** through the systematic organization of talent.

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Law of The Lid

Leadership ability determines
your level of effectiveness

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Your Lid

- Is your ability to have a vision for your area,
- Bring together a team of people with thoughts similar to yours,
- Unite these people with a common purpose to pursue your vision,
- Help them see how their goals are aligned with the goals of the team, and...

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Jim Collins...



- Getting the right people on the bus,
- Getting the wrong people off the bus,
- Seating the right people on the right seats
- While maintaining the bus moving in the right direction.

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Leadership: A Systemic Problem

- We select leaders based on their technical accomplishments without considering their true leadership abilities:
 - The leader gets frustrated,
 - The team gets frustrated,
 - Productivity decreases,
 - The organization is affected.

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The team can be extremely talented,
and yet its accomplishments will never
exceed the lid of the leader!!

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Do not confuse Leadership with Potential

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On a scale of 1 to 10, what is your
Leadership level (Lid)?

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Lid, Leadership, Potential

At this very moment, your leadership
ability is literally the lid on your potential,
and that lid is reflected in your every day
results.

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Law of Influence

The true measure of leadership is
influence—nothing more, nothing less.

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Every interaction is an attempt to
influence...



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You will never be able to lead more
people than you will be able to influence

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Leadership is not a title
or a position...

Leadership is simply influence.

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How do you imagine a leader?

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Being a leader is like being a lady... If you
have to tell others you are... you aren't.

Margaret Thatcher

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What do you want to
accomplish in life?

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To be successful you must learn to
lead...

And to lead, it is necessary to
INFLUENCE.

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You can learn to lead effectively...

People can learn that leadership is
influence...
and that the ability to influence
people is the result of adding
value to people.

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Influence starts with becoming
interested in others

Add Value To Them!

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How do we add value to people?

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People do not care how much you
know...until they know how much you
care.

Change your language!

Change your actions!

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You can get anything you want...
if you help enough people get what
they want.

Zig Ziglar

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Me first...

- If we want to be successful, and...
- If we want our business areas to be successful, and...
- Ultimately, if we want our organizations to be successful...
- We must first work on ourselves, leading ourselves, to raise our lid.

ADD VALUE TO YOURSELF TO BE ABLE
TO ADD VALUE TO OTHERS

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The Law of Process

Leadership develops daily,
not in a day.

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True Leadership development
is frequently ignored in many
organizations

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How do you raise your Lid?

It all starts with the intention to
do it

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Raising Your Lid is a Process

- You must grow, therefore you must enter the growth zone,
- Growth is intentional,
- It is an active pursuit,
- It's a contract with yourself ...

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Personal Growth Plan

Do you have a personal
growth plan?

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Some Components of a Personal Growth Plan

1. Value experience with reflection
2. Invest in training
3. Mentors and coaches
4. Make a “Stop Doing” list

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What sacrifices are you willing to make now in order to grow?

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Any new ability
requires a learning process.

Start Now!

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Leadership Development



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