



Learning the 17 Irrefutable Laws of Leadership

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Embrace them and empower your
team

Overview

- Not based on Culture, Gender or Age
- Relate and apply to all communities
 - Family
 - Work
 - Church Family
 - Lodge
- These laws can be learned
- The laws stand alone
- These laws carry consequences
- These laws are the foundation of teamwork

The Law of Significance

One is too small a number to achieve greatness

One cannot multiply

- Reasons we do it ourselves
 - Insecurity
 - Control
 - Lack of training
 - Ego
 - Selfishness
 - Naïve ness
 - Fear
 - Pride
 - Poor teammates
- Evaluate your beliefs of teamwork
 - I believe I am a self made person
 - I see value in the opinions of others
 - I believe there are abilities I do not possess that are related to my organization
 - I believe significant accomplishments always require teamwork
 - I like to share ideas and hear ideas of others

The Law of the Big Picture

The goal is more important than the role

My role as a team member must always submit to the goal of the team.

A servant leader serves the mission and leads by serving those on the mission with him

- Successful Teams
- LOOK up at the big picture
- SIZE up their situation
- LINE up the needed resources
- CALL up the right team members
- GIVE up their personal agenda
- STEP up to the next level
- Question: Do I place the team above myself?

Law of the Niche

Each player has a place where they add the most value

- Sign of a successful person – They have found the right place for THEMSELVES
- Sign of a successful Leader – They have found the right place for OTHERS
- Question: Do I do what I do best?

The Law of Mt. Everest

As the challenge escalates, the need for teamwork elevates

This law is about GATHERING and GROWING a team to accomplish something big.

- Three Mt. Everest questions
 1. What is my **Dream**?
 2. Who is on my **Team**?
 3. What should my **Dream Team** look like?
- 2. Show potential leaders how to lead
- 3. Grow leaders through training

How to develop a Dream Team

1. **Know** what leaders look like
 - Leaders are hard to **find**
 - Leaders are hard to **gather**
 - Leaders are hard to **keep**

Question: Is my team ready for a Mt. Everest Challenge?

The Law of the Chain

The Strength of the Team is Impacted by its Weakest Link

- Journey Thoughts
 - Not everyone **will** take the journey with you – **Choice**
 - Not everyone **should** take the journey with you – **Ability**
 - Not everyone **can** take the journey with you – **Potential**
- Question: Am I helping or hurting my team?
- Characteristics of a weaker team member
 - Unable to **keep pace**
 - Unable to **grow** in their areas of responsibility
 - Unable to see the **big picture**
 - Unable to fulfill the **expectations** given to them
 - Unwilling to work on their personal **weaknesses**
 - Unwilling to work with other **team members**

Law of the Catalyst

Winning teams have players who make things happen
Catalysts are “get it done and then some” people

- **Characteristics of a Catalyst**

1. Intuitiveness – They sense things that others don't
2. Communicators – They say things that others do not
3. Initiators – They do things others don't, to make the team successful
4. Passionate – They feel things that others do not feel
5. Creative – They think things that others do not think
6. Givers – They give things that others do not give
7. Responsible – They carry things that others do not carry
8. Gifted – They can do things that others cannot do
9. Leaders – They influence people that other don't

Question: Do I make things happen for others?

The Law of the Compass

Vision Gives Team Members Direction and Confidence

Vision = A **picture** of the future that creates **passion** within you today.

- Vital components of casting a vision
 - **Clarity** brings **understanding** to the vision
 - What do you want them to Know?
 - What do you want them to do?
 - **Connectedness** brings past, present and future together
 - When people touch the past they will reach for the future
 - **Purpose** brings **sense** to the vision
 - **Goals** bring **measurement** to the vision
 - **Honesty** brings **integrity** to the vision
 - **Stories** bring **relationship** to the vision
 - **Challenge** brings **stretching** to the vision
 - **Passion** brings **fuel** to the vision
 - **Modeling** brings **accountability** to the vision
 - **Strategy** brings **process** to the vision.

Question: Has my vision gone from me to we?

The Law of the Bad Apple

Rotten attitudes ruin a team

- What is a attitude?
 - It is the “advance man” of our true selves
 - It is our best friend or our worst enemy
 - It is the prophet of our future

Attitude thoughts

- Your attitude is a Choice
- An attitude compounds when exposed to others
- Bad attitudes compound faster than good ones
- Attitudes have the power to lift up or tear down a team
- Question: Does my attitude help or hinder my team?

The Law of Countability

Teammates must be able to count on one another

- Countability is the ability to count on someone when and where it counts

CHARACTER + COMPETENCE + CONSISTENCY = COUNTABILITY

The **COUNTABILITY** test

Rate yourself 1-10 (10 is strongest)

- | | | |
|--|-----|----|
| 1. Is my character solid | Yes | No |
| 2. Am I competent in my responsibilities | Yes | No |
| 3. Am I consistent in character & competence | Yes | No |

Question: Can my team count on me?

The Law of the Price Tag

**The team fails to reach its potential
when it fails to pay the price**

Q: When does a person, a team or organization stop growing?

A: When it **FAILS TO PAY THE PRICE** required for growth.

Price Points

1. The price must be paid by **everyone**
2. The price must be paid **all the time**
3. The price **compounds** if not paid early

Question: What am I paying for today that will help me reach my potential tomorrow?

The Law of the Scoreboard

The team can make adjustments when it knows where it stands
“The first responsibility of a leader is to define reality” *Max DePree*

Statements about the Scoreboard

1. The scoreboard is essential to **Understanding**
2. The scoreboard is essential to **Evaluating**
3. The scoreboard is essential to **Decision Making**
4. The scoreboard is essential to **Adjusting**
 - Making adjustments quickly is the key to winning!
5. The scoreboard is essential to **Winning**

Question: What adjustments am I making for my team based upon the scoreboard?

The Law of the Bench

Great teams have great depth

- The future of your team can be predicted by three things:
 1. **Recruitment** - who is joining my team?
 2. **Training** – are you developing the team?
 3. **Losses** – Who is leaving the team?

Reasons for believing in and building the bench

1. Today's bench could be **tomorrows** stars
2. The success of a support member can **multiply** the success of an inner circle member
3. There are more **bench players** than starters
4. A bench player correctly placed will at times be more **valuable** than an inner circle member
5. A strong bench gives a leader more **options**
6. Usually, the bench is called upon at **critical** times for the team.

Question: Am I adding depth to my team?

The Law of Identity

Shared values define the team

- Personal Value, something that influences and guides my behavior
- Organizations value, something that influences and guides the teams behavior
 - The values of an organization are like;
 - Glue, they hold an organization together
 - A Foundation – they provide stability for the organization to grow
 - A Ruler – They set the standard for the teams performance
 - A Magnet – They attract like-minded people
 - An Identity – They define and identify the team

Next slide

The Law of Identity continued...

Question: Are my values and the team values the same?

- We add value to people when we really **Value** people
- We add value to people when we **Know** and **Relate** to what they value
- We add value to people when we make **Ourselves** more valuable
- We add value to people when we do the things that **God Values**

The Law of Communication

Interaction Fuels Action

- The two words “*information*” and “*communication*” are often used interchangeably, they signify quite different things
- Information is **Giving Out**
- Communication is **Getting Through**

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Law of Communication Continued

How to “get through” to your Team

- Follow the **Puzzle** principle – less time for less pieces
- **Repeat** the message
- Heed the 2x4 rule – the first two minutes determine the success of the next four
- Avoid the **Hammock** speech – strong on the ends, soft in the middle
- Ask the **Writers** question, “will the reader turn the page”
- **Live** the message – people do what people see
- Keep it **Simple**
- Create a **Communication** environment

Question: How would my teammates answer these questions about me?

The Law of the Edge

The difference between two equally talented teams is Leadership

- What Leaders do Effectively
 - Challenge the process
 - Inspire a shared vision
 - Enable others to act
 - Model the way
 - Encourage the heart

Question: Do I qualify to be a team Leader?

Law of High Morale

When you're winning nothing hurts

- Why teams need high morale
 1. High morale is the great **Exaggerator**
 - When you're winning **Nothing** hurts
 - When you're losing **Everything** hurts
 2. High morale is the great **Energizer**
 3. High morale is the great **Elevator**
 4. High morale is the great **Eliminator**
 5. High morale is the great **Emancipator**

Question:

Am I lifting or lowering my teams morale?

Law of Dividends

Investing in the team compounds over time

- ***Investing in a team means –***
 1. Making the **Decision** to build a team
 2. Gathering the **Best** team possible
 3. Paying the **Price** to develop the team
 4. Doing things **Together** as a team
 5. **Empowering** team members responsibility and authority
 6. Giving **Credit** for success to the team

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Law of Dividends Continued

7. **Evaluating** to be sure your investment in the team is paying off
8. **Stopping** your investment in players who do not grow
9. **Creating** new opportunities for the team
10. Giving your team the **Best Possible Chance** to succeed

The Law of Dividends continued

The Compounding of Investing in my Team

1. My team makes me Better than I am
2. My team Multiplies my value to others
3. My team enables me to do what I do Best
4. My team Represents me where I cannot go
5. My team fulfills the Desires of my heart
6. My team provides Community for my enjoyment
7. My team gives me more Personal time

Question: Am I experiencing the compounding results of being on a team?