

21 Laws of Leadership

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VISIONARY
VOICES

Lead or Lose

Everything rises and falls with leadership, from the receptionist to the CEO.

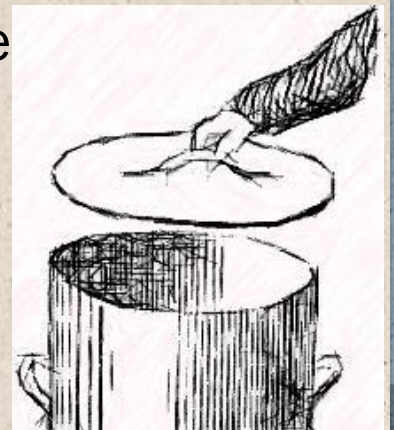
- o Focus on the inner workings of true leadership,
- o Review how leadership can transform an organization from the inside out, and;
- o Understand how your organization can win with true leadership.



Law #1: The Law of Lid

“Your leadership is like a lid or a ceiling on your organization.”

- o **Leadership ability** is the lid that determines a person's level of effectiveness.
- o The lower an individual's ability to lead, the lower the lid on his potential.
- o Whatever you accomplish will be restricted and propelled by your ability to lead others.



Law #2: The Law of Influence

*“Leadership is simply about influencing people.
Nothing more, nothing less.”*

- o Leadership is not the title, position, power or stature – It is **influence**.
- o 5 Influence Myths
 - o Management
 - o Entrepreneur
 - o Knowledge
 - o Pioneer
 - o Position



Law #2: The Law of Influence

*“Leadership is simply about influencing people.
Nothing more, nothing less.”*

o 7 Factors of Leadership

- o Character
- o Relationships
- o Knowledge
- o Intuition
- o Experience
- o Past Success
- o Ability



Law #3: The Law of Process

“Leadership is learned over time. Leaders are always learners.”

- o Leadership **develops daily** not in a day.
- o Leadership is like investing – it compounds.
- o 5 Phases of Leadership
 - o I don't know what I don't know
 - o I know what I need to know
 - o I know what I don't know (what is your plan for growth)
 - o I know and grow – it starts to show
 - o I simply go because of what I know

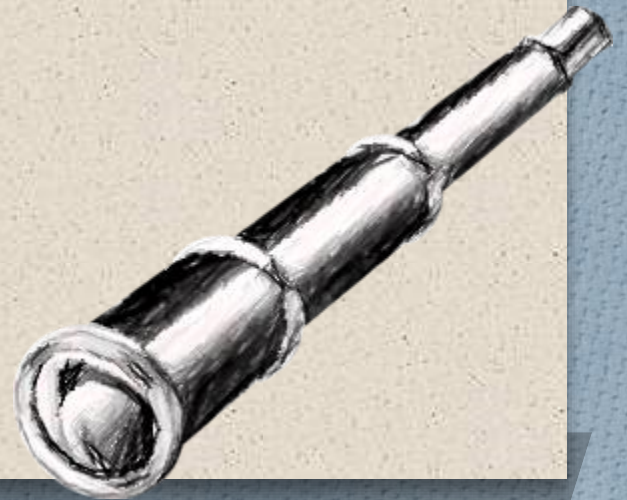


Law #4: The Law of Navigation

“A leader sees more, sees farther, and sees before others.”

Navigation requires:

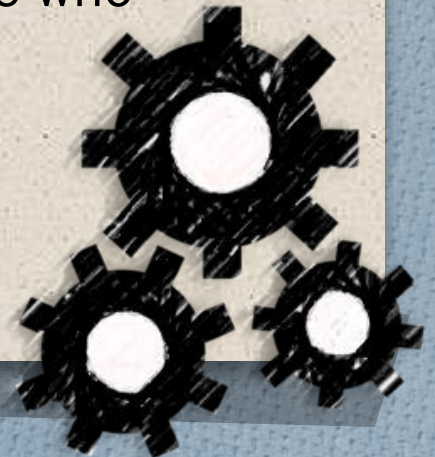
- ◌ Preparation
- ◌ A **vision** of the future
- ◌ Reflection of the past



Law #5: The Law of Addition

“When real leaders speak, people automatically listen.”

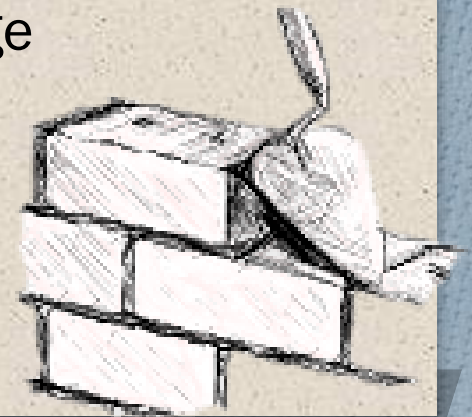
- Leaders **add value**.
- Leadership isn't how far we advance ourselves but how far we **advance others**.
- Interaction between every leader and follower is a **relationship**.
- Are you making things better for the people who follow you?



Law #6: The Law of Solid Ground

“Building trust requires competence, connection and character.”

- o Trust is the **foundation** of Leadership.
- o Trust is like change in a leader's pocket.
 - o Make good decisions, earn more change
 - o Make poor decisions, pay out change



Law #7: The Law of Respect

“People naturally follow people stronger than themselves. Even natural leaders tend to fall in behind those who they sense have a higher “leadership quotient” than themselves.”

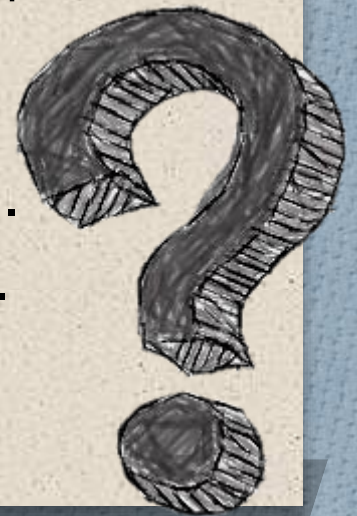
- o People naturally follow leaders **stronger** than themselves.
- o 6 Qualities that Help a Leader **Gain Respect**
 - o Natural Leadership Ability
 - o Respect for others
 - o Courage
 - o Success
 - o Loyalty
 - o Value added to others



Law #8: The Law of Intuition

“People naturally follow people stronger than themselves. Even natural leaders tend to fall in behind those who they sense have a higher “leadership quotient” than themselves.”

- Leaders evaluate everything with a leadership bias.
- Not everyone is **intuitive** in the area of leadership, but everyone possesses intuition.
- Everyone is intuitive in their area of **strength**.



Law #9: The Law of Magnetism

“Leaders attract people like themselves.”

- o Generation
- o Background
- o Attitude



Law #10: The Law of Connection

“Leaders attract people like themselves.”

- o The Heart comes first; you must **connect** on an emotional level.
- o Connect with yourself
 - o I am worthy
 - o I am capable
 - o I am deserving
 - o I trust myself



Law #11: The Law of Inner Circle

“The leader finds greatness in the group, and helps the members find it in themselves.”

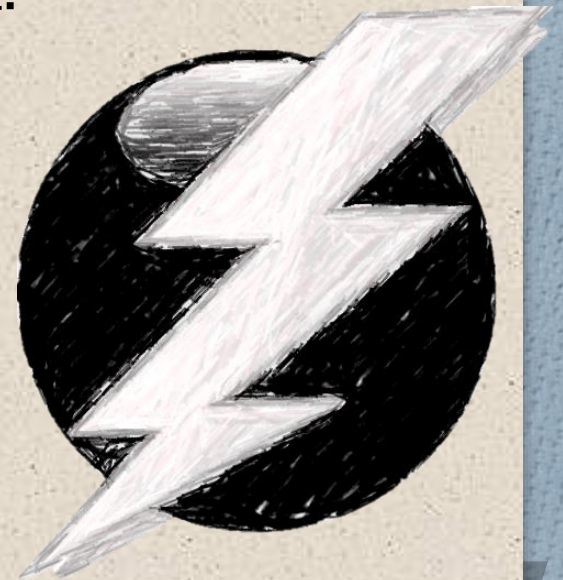
- o A leader's potential is determined by those **closest to them.**
- o No one ever does anything great alone.
- o Be **strategic** in creating your inner circle.



Law #12: The Law of Empowerment

“Great leaders gain authority by giving it away.”

- o Only secure leaders **give power** to others.
- o 3 main barriers to empowerment:
 - o Desire for job security
 - o Resistance to change
 - o Lack of self-worth



Law #13: The Law of Picture

“It takes a leader to know a leader, to show a leader and to grow a leader.”

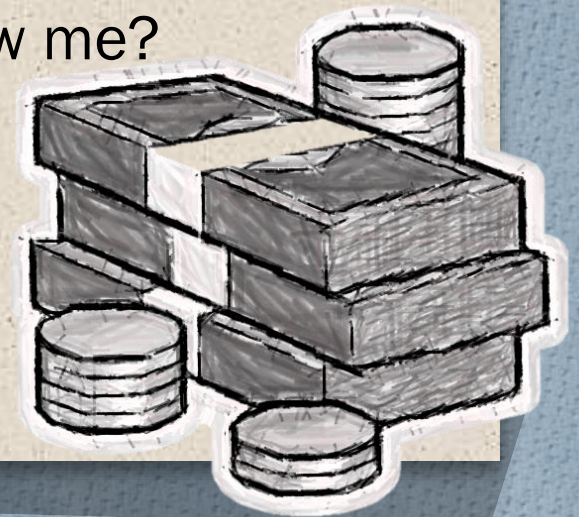
- o People do what people see.
- o It takes a leader to **raise-up a leader.**



Law #14: The Law of Buy-In

“People buy into the leader first, then the vision.”

- o You cannot cast a vision and expect buy-in until they have **bought you!**
- o Do I give people a reason to follow me?



Law #15: The Law of Victory

“Unity of vision, diversity of skills plus a leader is needed for a win.”

🔴 Leaders find a way for the **team** to win.

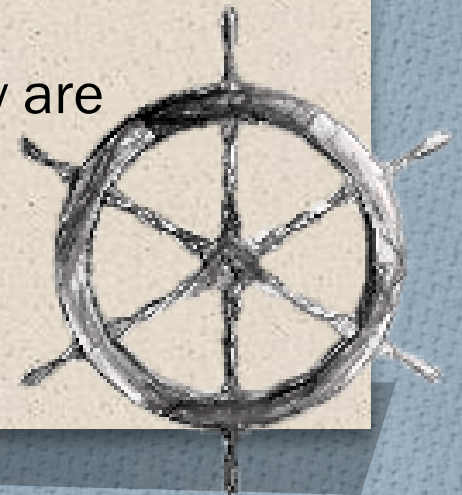


Law #16: The Law of Momentum – The Big MO

“You can’t steer a ship that isn’t moving forward.
It takes a leader to create forward motion.”

o Momentum:

- o Is a Leaders best friend
- o Is the **great exaggerator**
- o Makes the leader look better than they are



Law #17: The Law of Priorities

“A leader is the one who climbs the tallest tree
surveys the entire situation, and yells
‘Wrong Jungle!’”

- Leaders understand that activity is not necessarily accomplishment.
- The law determines our **effectiveness**.



Law #18: The Law of Sacrifice

“When you become a leader, you lose the right to think about yourself.”

🔴 A leader must **give up to go up.**



Law #19: The Law of Timing

“Only the right action at the right time will bring success.”

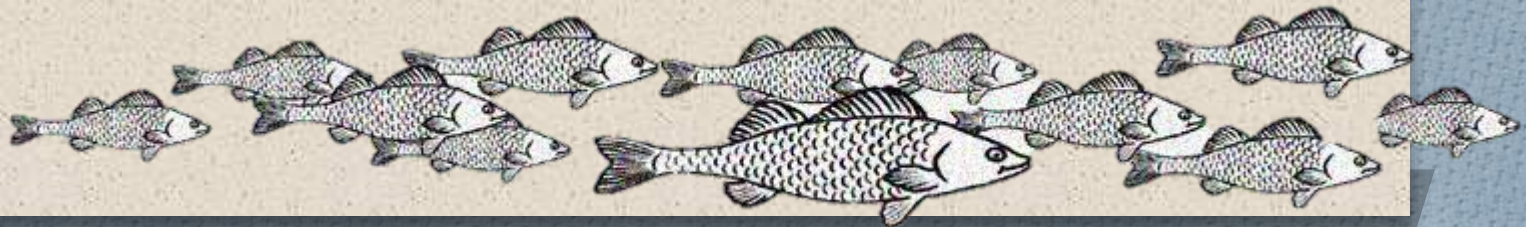
- When to lead is as important as what to do and where to go.
- **Timing** is often the difference between success and failure in an endeavor.



Law #20: The Law of Explosive Growth

“It is the leader’s job to build the people who are going to build the organization.”

- To add **growth**, lead followers. To multiply growth, lead leaders.



Law #21: The Law of Legacy

“Leadership is the one thing you cannot delegate. You either exercise it – or abdicate it.”

- A leader's lasting value is measured by **succession.**



BE. DO. HAVE.

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Resource:
21 Irrefutable Laws of Leadership
Maxwell Philosophy
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