

# LEADERSHIP NOTES

- Build a Leadership Library
- Leadership is Necessary for Success
- Leaders are Created

WORK ON LEADERSHIP AS THOUGH IT WERE A PROFESSION. UNDERSTAND IT AND REALIZE IT IS THE HIGHEST PAID PROFESSION.

Thoughts to Ponder:

## Leadership Limitations:

People and Personal Limitations from John Maxwell's book, The 21 Irrefutable Laws of Leadership

### People Limitations:

1. I cannot lead people more than they are willing to follow. The better the **relationship**, the longer people will follow. Eventually **relationships** will determine the size and the length of your leadership.  
Charisma, passion, newness and a dream will get people started, but the **relationship** will keep it going.  
Bond with the right people.  
The Weakest person in the organization will:
  - Stop the Leader From Leading
  - Leaders spend too much time with the weaker ones
  - Leaders allow the weaker one too much influence
  - Leaders take too much responsibility for the weak one
2. I cannot lead people farther than they are willing to go. This deals with **VISION**.  
Dissatisfaction and discouragement are not because of an absence of things but an absence of **VISION**  
Solution is to keep telling the dream... keep moving with or without them.

3. I cannot lead people faster than they are willing to **CHANGE**.  
This deals with **GROWTH**.  
If change does not cause you discomfort then it is not change.

4. I cannot lead people higher than they are willing to climb.  
This deals with **POTENTIAL**.

Match the person with the mountain:

- All people cannot climb to the same level, but they can climb to a level higher than where they are now
- A leader places each person in a position of success. Once a level of success is reached, a leader encourages them to step up to a higher level of success.

## Personal Limitations:

1. I cannot lead people beyond my leadership skill.  
This deals with **Ability**.

Leadership Skills Determine:

- The **Size** of your organization
- The **Quality** of the people in your organization
- The **Number** of leaders in your organization
- The **Morale** of your organization
- The **Potential** growth of your organization

2. I cannot lead people beyond my level of trust with them. It is the foundation of leadership. **Trust** is the glue that holds an organization together.

How To Build Trust:

- Consistency
- Humility
- Loyalty
- Proven Support
- Fulfilled Promises
- Servant Attitude
- Honest Communication
- 2-way participation

3. I cannot lead people past my level of commitment.  
This deals with **Sacrifice**.  
I cannot ask people to do what I am not doing.  
The higher you go the more you must remember where you came from.
4. I cannot lead people around my undisciplined lifestyle.  
To Lead others we must lead ourselves  
I have to consistently pay the price for my position.  
**Disciplined** lifestyle means:
  - Consistently provide what my people need
  - Consistently do what made me successful
    - Must consistently do it Better
    - Must Consistently Grow
5. I cannot lead people without my willingness to serve them. This deals with **Attitude**.  
You cannot take short cuts.  
You cannot loose integrity.  
You must do the things you are asking your people to do and you must be dependable.
6. When you loose leadership, you can get it back but it will take you longer to get it back than it took you to loose it.

### **LEADERSHIP BULLETS**

- The true measure of leadership is influence.
- Leadership develops daily, not in a day.
- People naturally follow leaders stronger than themselves.
- Only secure leaders give power to others.
- Leaders understand that activity is not necessarily accomplishment.
- To add growth, lead followers, to multiply, lead leaders.
- People buy into the leader first, then the vision.