The 21 Irrefutable Laws of Leadership
Dr. John C. Maxwell

Follow Them and People Will Follow You

*When the country is in chaos, everybody has a plan to fix it — but it takes a leader of real understanding to straighten things out.*

—Prov. 28:2” (The Message)

The Qualifying Tests to Become Leadership Laws

1. Not based on ___________________________ or ___________________________.
2. Relate and apply to ___________________________ communities.
3. Recognized by other ___________________________ as Leadership Laws.
4. Stand the test of ___________________________.

Observations:

1. These laws can be ___________________________.
2. These laws stand ___________________________.
3. These laws carry ___________________________.

*If only Robert McNamara had known the Law of Solid Ground. The War in Vietnam — and everything that happened at home because of it — might have turned out differently.*

4. These laws are the ___________________________ of leadership.

The Intentional Process of Raising Leaders:

The Book: *The 21 Irrefutable Laws of Leadership = A Picture of the Laws*

________________________________________________

Audio Tapes. *Living the 21 Laws of Leadership = A Personal Application of the Laws*

________________________________________________

Video Tapes: *Learning the 21 Laws of Leadership = A Corporate Application of the Laws*
1. The Law of the Leadership

Leadership Determines the Level of Effectiveness

```
Success Without Leadership

LEADERSHIP
ABILITY

10
9
8
7
6
5
4
3
2
1
       EFFECTIVENESS
     1 2 3 4 5 6 7 8 9 10
SUCCESS

Success With Leadership

LEADERSHIP
ABILITY

10
9
8
7
6
5
4
3
2
1
       EFFECTIVENESS INCREASES
     1 2 3 4 5 6 7 8 9 10
SUCCESS
```

"When good people run things, everyone is glad, but when the ruler is bad, everyone groans."
—Prov. 29:2 (The Message)

Questions:

(1) What is the Lid # on my leadership?

(2) Would those around me agree with my assessment?

(3) What is my plan to increase my Lid #?

(4) What are the Lid #’s of those that work with me?

<table>
<thead>
<tr>
<th>Names</th>
<th>(#1–10)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(5) What is my plan to increase their Lid #s?  

Evaluate Your Mastery of the Law of the Lid (1–10)  

Resources:  
- Five Levels of Leadership Video Kit $119.95 T1109  
- Leadership Limitations MIC Tape $12.00 I5026  
- Lifting People to a Higher Level ILC Tape $12.00 C5122  
- Developing the Leader Within You Book $17.95 B2014  

To order these resources or for more information please call 1-800-333-6506
2. The Law of _________________________

The True Measure of Leadership is Influence — Nothing More, Nothing Less

It's not the Position that makes the Leader —
It's the Leader who makes the Position!

The best way to test a leader is to ask them to lead a ___________ organization.

The 5 Levels of Leadership (Influence)

HIGHEST LEVEL

People follow you because of who you are and what you represent.

People follow you because of what you have done for them.

People follow you because of what you have done for the organization.

People follow you because they want to.

People follow you because they have to.

LOWEST LEVEL

Questions:

(1) What is the level of my influence with the leaders of my organization? __________

(2) What is the level of my influence with the followers of my organization? __________

(3) Who are the top 10 influencers of my organization? ________________________

(4) Do I influence the influencers? _______________________

Evaluate your mastery of the Law of Influence (1–10) _______________________

Resources:

<table>
<thead>
<tr>
<th>Taking an Influence Inventory</th>
<th>MIC Tape</th>
<th>$12.00</th>
<th>I5029</th>
</tr>
</thead>
<tbody>
<tr>
<td>The 5 Levels of Leadership</td>
<td>Video Kit</td>
<td>$119.95</td>
<td>I5029</td>
</tr>
<tr>
<td>Becoming a Person of Influence</td>
<td>Book</td>
<td>$19.99</td>
<td>B2139</td>
</tr>
<tr>
<td>Be a People Person</td>
<td>Book</td>
<td>$6.99</td>
<td>B2002A</td>
</tr>
</tbody>
</table>
3. The Law of __________________________________________

Leadership Develops Daily, Not in a Day

"Like the horizons for breadth and the ocean for depth, the understanding of a good leader is broad and deep."

—Prov. 25:3 (The Message)

We __________________________ the event and __________________________ the process!

The Event
Encourages __________________________
_________________________ People
Is a __________________________ Issue
_________________________ People
Is __________________________

Leadership is Many Faceted:
(1) __________________________
(2) __________________________
(3) __________________________
(4) __________________________

The Process
Encourages __________________________
_________________________ People
Is a __________________________ Issue
_________________________ People
Is __________________________

Leadership is Many Faceted:
(5) __________________________
(6) __________________________
(7) __________________________
(8) __________________________

The secret of our success is found in our __________________________ agenda.

What Can be Discovered in our Daily Agenda?
(1) __________________________
(2) __________________________
(3) __________________________
(4) __________________________
(5) __________________________
(6) __________________________
(7) __________________________
(8) __________________________
(9) __________________________

Champions don't become champions in the ring — they are merely recognized there!
—Unknown
Questions:

(1) Do I have a daily plan to grow as a leader? __________________________

(2) Do I have a leadership growth plan for my team? __________________________

(3) Am I developing a leadership culture in my organization? __________________________

(4) What are the evidences of a leadership culture? __________________________

Evaluate Your Mastery of the Law of Process (1–10) __________________________

Resources:

- INJOY Life Club
- Maximum Impact
- Serving Today
- 100 Lessons on Leadership
- The 21 Irrefutable Laws of Leadership
- Living the 21 Laws of Leadership
- The Success Journey

To order these resources or for more information please call 1-800-333-6506
4. The Law of ______________________________

Anyone Can Steer the Ship, but It Takes a Leader to Chart the Course

“A good leader remains focused. Controlling your destination is better than being controlled by it.”

—Jack Welch

“A leader is one who sees ____________ than others see.

A leader is one who sees ____________ than others see.

A leader is one who sees ____________ others see.”

—Leroy Eims

“Realistic leaders are objective enough to minimize illusions. They understand that self-deception can cost them their vision.”

—Bill Easum

P ______________________________ A ______________________________

L ______________________________ H ______________________________

A ______________________________ E ______________________________

N ______________________________ A ______________________________

D ______________________________

The Secret of the Law of Navigation: ______________________________

It’s not the size of the project that determines its acceptance, support, and success. It’s the size of the leader.

Questions:

(1) Do I know where I am going? ______________________________

(2) Should I take my people with me? ______________________________

(3) If so, what is the process? ______________________________

(4) Have I shared the vision and the process with my leaders? ______________________________

(5) Have I received their input and blessing? ______________________________
Evaluate Your Mastery of the Law of Navigation (1–10)

<table>
<thead>
<tr>
<th>Resources</th>
<th>Video / Audio Kit</th>
<th>Price</th>
<th>Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communicating to Change Lives</td>
<td></td>
<td>$139.95</td>
<td>T1154</td>
</tr>
<tr>
<td>Casting a Courageous Vision</td>
<td></td>
<td>$20.00</td>
<td>V3017</td>
</tr>
<tr>
<td>Preparation—The Separating Between Winning and Losing</td>
<td>ILC Tape</td>
<td>$12.00</td>
<td>C5132</td>
</tr>
</tbody>
</table>

God, the Great Navigator / Leader

"Good leadership is a channel of water controlled by God; He directs it to whatever end He chooses."

—Prov. 21:1 (The Message)
5. The Law of ________________________

When the Real Leader Speaks, People Listen

Positional leaders have a title but not always a ________________________.

Real leaders have a following but not always a ________________________.

Positional leaders influence ________________________, people.

Real leaders influence ________________________.

Real Leaders become Real Leaders because of ____________ — Who they are
Real Leaders become Real Leaders because of ____________ — Who they know
Real Leaders become Real Leaders because of ____________ — What they know
Real Leaders become Real Leaders because of ____________ — What they feel
Real Leaders become Real Leaders because of ____________ — Where they’ve been
Real Leaders become Real Leaders because of ____________ — What they’ve done
Real Leaders become Real Leaders because of ____________ — What they can do

Questions:

(1) Am I a real leader? ________________________

(2) Who are the real leaders in my organization? ________________________

(3) Do I have an excellent relationship with the real leaders? ________________________

(4) If not, why not? ________________________

Evaluate Your Mastery of the Law of EF Hutton (1–10) ________________________

“A good leader motivates, doesn’t mislead, doesn’t exploit.” — Prov. 4:10 (The Message)

Resources: Ten Commandments of a Communicator ILCTape $12.00 C5052
Power of Passion ILC Tape $12.00 C5095
Communicating to Change Lives Video / Audio Kit $139.95 T1154
6. The Law of __________________________

Trust is the Foundation of Leadership

Trust is the glue that holds an organization and its leader together.

To build trust, you must demonstrate CONSISTENT ___________________________.

CONSISTENT ___________________________.

A leader cannot continue to break trust with people and continue to influence them.

"Good leaders abhor wrongdoing of all kinds; sound leadership has a moral foundation."

—Prov. 16:12 (The Message)

Questions:

(1) Do I have "change in my pocket?" ___________________________.

(2) Is my "change" increasing or decreasing? ___________________________.

(3) Do I pass the integrity test? ___________________________.

Evaluate your mastery of the Law of Solid Ground. (1–10) ___________________________.

The Integrity Test

With integrity — The longer I lead, the ___________________________.

Without integrity — The longer I lead, the ___________________________.

Resources: Paul, A Leader Who Lasted

Faith in the Man at the Top

Becoming a Man of God's Word

Five Levels of Leadership

ILC Tape $12.00 C513A

ILC Tape $12.00 C5034

PK Video $14.95 V2001

Video Kit $119.95 V3009
7. The Law of ______________________

People Naturally Follow Leaders Stronger Than Themselves

People don't follow people by accident.

When people respect you as a person, they ________________ you.

When people respect you as a friend, they ________________ you.

When people respect you as a leader, they ________________ you.

The more leadership ability a person has, the more quickly he recognizes leadership — or its lack — in others.

How a Leader Gains Respect

"Leadership gains authority and respect when the voiceless poor are treated fairly."

—Prov. 12:14 (The Message)

(1) __________________________________________
(2) __________________________________________
(3) __________________________________________
(4) __________________________________________
(5) __________________________________________
(6) __________________________________________

The Test of Respect

(1) The response of the people when the leader asks for __________________________
(2) The response of the people when the leader asks for __________________________

Questions:

(1) Do I possess the qualities that earn respect? __________________________
(2) Do those closest to me respect me? __________________________

Evaluate your mastery of the Law of Respect. (1–10) __________________________

Resource: "R-E-S-P-E-C-T, Tell Me What You Think of Me" ILC Tape $12.00 C5114
8. The Law of _________________________

Leaders Evaluate Everything With a Leadership Bias

“Who you are determines what you see.”

Leaders are _________________________ . . . They Read and Respond

They Read and Sense . . .

(1) _________________________ (5) _________________________
(2) _________________________ (6) _________________________
(3) _________________________ (7) _________________________
(4) _________________________ (8) _________________________

“A leader of good judgement gives stability; an exploiting leader leaves a trail of waste.”
—Prov. 29:4 (The Message)

Questions:

(1) Do I continue to get “blindsided” by people and events around me? ______________
(2) Do others think ahead better than me? _________________________________
(3) If so, who are they? _________________________________
(4) Do I rely on others to help me with their intuitiveness? ____________________

Evaluate Your Mastery of the Law of Intuition. (1–10) __________________

Resources: How Leaders Think ILC Tape $12.00 C5102
Insights Into Intuition ILC Tape $12.00 C507A
Thinking Your Way to the Top ILC Tape $12.00 C5139
9. The Law of ____________________________

**Who You Are Is Who You Attract**

Write down the top 3 qualities in people that you would like to attract to your organization.

1. ______________
2. ______________
3. ______________

Al McGuire: "A team should be the extension of the coach's personality. My teams were arrogant and obnoxious."

**Key Areas of Attraction:**

1. ____________________________

2. ____________________________

3. ____________________________

(4) ____________________________

(5) ____________________________

(6) ____________________________

**Questions:**

1. Does our mission statement reflect who we are or who we want to be? __________

2. Are there changes I need to make to attract qualities that I do not possess?

   ____________________________

**Evaluate your mastery of the Law of Attraction. (1–10) __________**

**Resources:**

| What to Look For in a Leader | ILC Tape | $12.00 | C5125 |
| Relationships, They Make or Break Me | ILC Tape | $12.00 | C5027 |
| Attitudes that Give you Altitude | ILC Tape | $12.00 | C5044 |
| Developing Leaders to Make a Difference | Audio Kit | $139.95 | T1133 |
The Law of

Leaders Touch a Heart Before They Ask for a Hand

The ability to “connect” with people is essential to strong leadership.

You can’t move people to action unless you first move them with emotion. The heart comes before the head.

All great communicators have one thing in common . . . they ________ with people.

Connecting with people is the __________________________ responsibility.

How to Connect with People

(1) Connect with ___________________________________

(2) Share with ___________________________ and ___________________________.

(3) Live your ___________________________.

(4) Know your ___________________________.

(5) Communicate on ___________________________ level.

(6) Give ___________________________ totally to the people and the message.

(7) ___________________________ totally in the people and the message.

(8) Share how the message has touched ___________________________.

(9) Offer ___________________________ and ___________________________.

On Boss’s Day in 1994, a full—page ad appeared in USA Today. It was contracted and paid for by the employees of Southwest Airlines, and it was addressed to Herb Kelleher, the company’s CEO.
THANKS, HERB

For remembering every one of our names.
For supporting the Ronald McDonald House.
For helping load baggage on Thanksgiving.
For giving everyone a kiss (and we mean everyone).
For listening.
For running the only profitable major airline.
For singing at our holiday party.
For singing only once a year.
For letting us wear shorts and sneakers to work.
For golfing at The LUV Classic with only one club.
For outtalking Sam Donaldson.
For riding your Harley Davidson into Southwest Headquarters.
For being a friend, not just a boss.

Happy Boss's Day From Each One of Your 16,000 Employees.

Questions:

How well do I connect with others in the following areas?

A. Speaking ____________________________

B. Conversation ____________________________

C. Small Group Meetings ____________________________

D. Board Meetings ____________________________

Evaluate your mastery of the Law of Connection. (1–10) ____________________________

"Good-tempered leaders invigorate lives; they're like spring rain and sunshine."
—Prov. 16:15 (The Message)

Resources: "What Every Leader Should Know About People" ILC Tape $12.00 C5138

Be a People Person Book $6.99 B2002A

Becoming a Person of Influence Book $19.99 B2139

Developing Leaders After God's Own Heart Audio Kit $139.95 T1144
11. The Law of __________________________

A Leader's Potential is Determined by Those Closest to Him

"The best executive is the one who has sense enough to pick good men to do what he wants done, and self restraint enough to keep from meddling while they do it."

—Teddy Roosevelt

Inner Circle Commitments

(1) ____________________________________________

(2) ____________________________________________

Evaluation Tool

______________ Value — Those who raise up themselves.

______________ Value — Those who raise up the morale of the organization.

______________ Value — Those who raise up the leader.

______________ Value — Those who raise up others.

______________ Value — Those who raise up people who raise up people.

(3) ____________________________________________

"Good leaders cultivate honest speech; they love advisors who tell them the truth."

—Prov. 16:13 (The Message)

Questions:

(1) What is the average leadership # of my key laity? ____________________________

(2) Do I have a leadership development program for them? _________________________

(3) What is the average leadership # of my staff? _________________________________

(4) Do I have a leadership development program for them? _________________________

Evaluate Your Mastery of the Law of the Inner Circle. (1–10) _____________________
## THE 21 IRREFUTABLE LAWS OF LEADERSHIP

<table>
<thead>
<tr>
<th>Resources</th>
<th>Type</th>
<th>Price</th>
<th>Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staffing With Excellence</td>
<td>Audio Kit</td>
<td>$129.95</td>
<td>DR008</td>
</tr>
<tr>
<td>The Soul of INJOY</td>
<td>ILC Tape</td>
<td>$12.00</td>
<td>C5135</td>
</tr>
<tr>
<td>Searching for Eagles</td>
<td>ILC Tape</td>
<td>$12.00</td>
<td>C5107</td>
</tr>
<tr>
<td>How to Select a Supporting Cast</td>
<td>ILC Tape</td>
<td>$12.00</td>
<td>C5113</td>
</tr>
</tbody>
</table>

To order these resources or for more information please call 1-800-333-6506
12. The Law of __________________________________________

Only Secure Leaders Give Power to Others

The people’s capacity to achieve is determined by their leader’s willingness and ability to empower.

Why Do Leaders Fail to Empower Others?

(1) ___________________________________________________

(2) ___________________________________________________

(3) ___________________________________________________

(4) ___________________________________________________

It’s amazing what can be accomplished if the leader doesn’t care who gets the credit.

(5) ___________________________________________________

You can’t lead people if you need people.

Questions:

(1) What is my Empowerment #? ______________

(2) If it is low, revisit the section “Why Do Leaders Fail to Empower Others?” __________

In which areas are you weak? ______________________________________________

Evaluate Your Mastery of the Law of Empowerment. (1–10) ______________________

Resources:

| Security or Sabotage          | ILC Tape | $12.00  | CS141 |
| Lifting People to a Higher Level | ILC Tape | $123.00 | C5122 |
| The Portrait of a Leader      | MIC Tape | $12.00  | I502A |
| Developing the Leader Within You | Book    | $17.95  | B2014 |
13. The Law of IT TAKES A LEADER TO RAISE UP A LEADER

We teach what we know — we reproduce what we are!

It takes a Leader to ___________ a Leader.
It takes a Leader to ___________ a Leader.
It takes a Leader to ___________ a Leader.

Q. "Why don’t all leaders develop other leaders?"

(1) They are ___________.
(2) They spend too much time with ___________.
(3) Followers are easier to find and lead than ___________.
(4) They don’t recognize the ___________ of developing leaders.
(5) Leadership has been viewed as a ___________ effort,
    not a ___________ one.

Questions:

(1) Am I reproducing leaders in my life? ___________
(2) If not, why not? ___________

Reproduction Strategy:

(1) Make a ___________ commitment to reproduce leaders.
(2) Create an ___________ that attracts potential leaders.
(3) Develop a system to ___________ and ___________ potential leaders.
(4) Provide Leadership training ___________.

Evaluate Your Mastery of the Law of Reproduction. (1-10) ___________
Resources:
Personal Growth Training — ILC and MIC Monthly Tapes $36.00 per quarter

Basic Leadership Training Strategy:
Book — The 21 Irrefutable Laws of Leadership — For all leaders $17.99 B2143
Audio — Living the 21 Irrefutable Laws of Leadership — Teaching Application $189.95 B2143T

Other Leadership Resources: Board —
Developing Leaders to Make a Difference — 1st Year $139.95 T1133
Developing Leaders After God's Own Heart — 2nd Year $139.95 T1144

Potential Leaders:
Joshua's Men $119.95 DR001
Mentoring Women $119.95

Retreats:
Developing the Leader Within You Video $199.00 B2014K
Developing the Leaders Around You Video $199.00 B2057K

Books:
The 21 Laws of Leadership — 1st Book for all Leaders $17.99 B2143
Developing the Leader Within You — 2nd Book for all Leaders $17.95 B2014
Shoulder to Shoulder — Inner Circle People $10.99 DR007
The Winning Attitude — Leadership Position People $11.00 B2007
Becoming a Person of Influence — Leadership Position People $19.99 B2139
The Success Journey — Young Potential Leaders $19.99 B2133
Developing the Leaders Around You — Advanced Leaders — Staff $19.95 B2057

To order these resources or for more information please call 1-800-333-6506
14. The Law of __________________________

People Buy Into the Leader, Then the Vision

Every message is filtered through the __________________________

"The mark of a good leader is loyal followers; Leadership is nothing without a loyal following." —Prov. 14:28(The Message)

When the Followers don't like the Leader or the Vision, they look for another __________________________.

When the Followers don't like the Leader but they like the Vision, they look for another __________________________.

When the Followers like the Leader but not the Vision, they change the __________________________.

When the Followers like the Leader and the Vision, they accomplish the __________________________.

The Leader finds the __________________________ and then the __________________________.

The People find the __________________________ and then the __________________________.

Questions:

(1) Have the people bought into me? (1–10) _____________

(2) Have I bought into the people? (1–10) _____________

Evaluate your mastery of the Law of Buy—In. (1–10) _____________

"It's wonderful when the people believe in the leader. It's MORE wonderful when the leader believes in the people."

Resources: Vision . . . The Process of Passing it On Audio Kit $40.00 T1109
The Value of Vision ILC Tape $12.00 C504A
What Followers Expect from Leaders ILC Tape $12.00 C5074
15. The Law of

Leaders Find a Way for the Team to Succeed

Victorious leaders find the alternative to winning unacceptable, so they find out what needs to be done to achieve victory, and then they go after it with everything at their disposal.

Lincoln never forgot that the nation’s victory was his highest priority, ahead of his own pride, reputation, and personal comfort. He surrounded himself with the best leaders possible, empowered his generals, and was never afraid to give others the credit for the Victories the Union gained. For example, following General Grant’s victory at Vicksburg, Lincoln sent a letter to him saying, “I never had any faith, except the general hope that you knew better than I... I now wish to make the personal acknowledgment that you were right and I was wrong.”

Jefferson Davis, on the other hand, never made victory his priority. When he should have been thinking like a revolutionary, he worked like a bureaucrat. When he should have been delegating authority and decision—making to his generals — the best in the land — he spent his time micro-managing them. And worst of all, he was more concerned with being right than with winning. Historian David M. Potter says of Davis, “He used an excessive share of his energy in contentious and even litigious argument to prove he was right. He seemed to feel that if he were right that was enough; that it was more important to vindicate his own rectitude than to get results.” Davis violated the Law of Victory, and as a consequence his people suffered terrible defeat.

What is our aim? I answer in one word:
Victory — victory at all costs,
victory in spite of all terror, victory,
however long and hard the road may be;
for without victory there is no survival.

—Winston Churchill

What does the Law of Victory look like?

_______________ is Responsible

_______________ is Unacceptable

_______________ is Unquenchable
THE 21 IRREFUTABLE LAWS OF LEADERSHIP

is Essential

is Unthinkable

is Unquestionable

is Inevitable

“When good people are promoted, everything is great, but when the bad are in charge, watch out!”

—Prov. 28

Questions:

(1) Does my team consistently win?

(2) If not, why not? Start by reviewing, what the Law of Victory looks like.

Evaluate Your Mastery of the Law of Victory. (1—10)

Resources:  Characteristics of a Giant Killer   ILC Tape $12.00   C5119
            Why Winners Win   ILC Tape $12.00   C5093
            Marching Off the Map   ILC Tape $12.00   C509B
            How to Get Morale Up in Down Times   ILC Tape $12.00   C5094
16. The Law of the __________________________

**Momentum is a Leader's Best Friend**

Many times, the only difference between winning and losing is ________________

Momentum is the __________________________________________ !

Momentum makes leaders ________________________________ better than they are.

Momentum makes followers __________________________________ better than they are.

No momentum makes leaders look ___________________________ than they are.

No momentum makes followers ______________________________ worse than they are.

Leaders are like _______________________________ — They control the temperature.

Followers are like ________________________________ — They record the temperature.

**How to Move the Big Mo**

(1) Understand it's ________________________________________

(2) __________________________________________ what the motivating factors are in your organization.

(3) __________________________________________ the de-motivating factors in your organization.

(4) Schedule times for ___________________________ and ___________________________.

(5) _________________ and _________________ people who move the ball forward.

(6) Practice __________________________________________ Leadership.

**Questions:**

(1) What are the motivating factors of my organization? ___________________________

(2) What are the de-motivating factors of my organization? ___________________________
THE 21 IRREFUTABLE LAWS OF LEADERSHIP

(3) What am I doing to increase the motivating factors? _________________

(4) What am I doing to decrease the de-motivating factors? _______________

Evaluate Your Mastery of the Law of the Big Mo. (1–10) _________________

Resources:  Momentum, the Best Friend a Leader Ever Had  ILC Tape $12.00  C5086
How to Regain Lost Momentum  ILC Tape $12.00  C5131

To order these resources or for more information please call 1-800-333-6506
17. The Law of ________________

Leaders Understand that Activity is Not Necessarily Accomplishment

The 3 Priority Questions:

R ___________________________ What is required of me?

R ___________________________ What gives me the greatest return?

R ___________________________ What gives me the greatest reward?

JM’s 4 Priorities: (1) ___________________________ (3) ___________________________

(2) ___________________________ (4) ___________________________

Questions:

(1) What are my top 20% priorities? ___________________________

(2) Who are my top 20% people? ___________________________

Evaluate Your Mastery of the Law of Priorities. (1–10) _____________

Resources: Priorities — The Pathway to Success Video Kit $119.95 V3010
Developing the Leader Within You Book $17.95 B2014
18. The Law of ________________

A Leader Must Give Up to Go Up

“For everything you gain, you must lose something.” —Emerson

**The Leadership Pyramid**

- The Higher you Go
- The Fewer Options you Have

Sacrifice Statements:

1. There is no success without ________________________________.

2. The __________________________ the level of leadership — the greater the sacrifice.

3. You have to give up to ________________________________.

   What got you there won’t keep you there.
   The greatest threat to tomorrow’s success is __________________________ success.

Questions:

1. What is my next level of growth that I must climb and conquer? __________________________

2. What will I have to give up? __________________________

3. Am I willing to do it? __________________________

Evaluate Your Mastery of the Law of Sacrifice. (1–10)

| Resource: Ten Tradeoffs Usually Worth Making | ILC Tape | $12.00 | C5118 |
| How to Fail Forward | ILC Tape | $12.00 | C5116 |
19. The Law of ______________________

When to Lead is as Important as What to Do and Where to Go

"Make hay while the sun shines — that's smart; go fishing during the harvest — that's stupid." — Prov. 10:7 (The Message)

The Wrong Action at the Wrong Time = ____________________________

The Wrong Action at the Right Time = ____________________________

The Right Action at the Wrong Time = ____________________________

The Right Action at the Right Time = ____________________________

The Law of Timing is a Double-Edged Sword!

Timing Requires . . .

(1)________________________________________ (4)________________________

(2)________________________________________ (5)________________________

(3)________________________________________ (6)________________________

(7)________________________________________

Note: The Laws of Intuition and Timing are the two most difficult to teach.

Questions:

(1) Review the requirements of Timing. What are your weak areas? __________________________

(2) Who should you ask to help you in this area? __________________________

Hint: Naturally-gifted Leaders excel in this area.

Evaluate Your Mastery of the Law of Timing. (1–10) __________________________

Resources: When to Move in Leadership ILC Tape $12.00 C5056
Insights About Intuition ILC Tape $12.00 C507A
Decision Making Audio Kit $45.00 T1121
20. The Law of ______________________

To Add Growth, Lead Followers — To Multiply, Lead Leaders

Followers Math = __________________________

Leaders Math = ____________________________

% of all leaders, gather followers, not leaders!

Why? (1) Leaders are hard to ____________________________.

(2) Leaders are hard to ____________________________.

(3) Leaders are hard to ____________________________.

The Differences Between { Leaders who Develop Leaders & Leaders who Develop Followers }

(1) ____________________________

Leaders who develop Followers . . . ____________________________

Leaders who develop Leaders . . . ____________________________

(2) ____________________________

Leaders who develop Followers focus on the ____________________________ of people.

Leaders who develop Leaders focus on the ____________________________ of people.

(3) ____________________________

Leaders who develop Followers devote attention to the ____________________________ 20%.

Leaders who develop Leaders devote attention to the ____________________________ 20%.

(4) ____________________________

Leaders who develop Followers are ____________________________ Leaders.

Leaders who develop Leaders are ____________________________ Leaders.

(5) ____________________________

Leaders who develop Followers lift up ____________________________.

Leaders who develop Leaders lift up ____________________________.
(6) ________________
Leaders who develop Followers ________________ time with people.
Leaders who develop Leaders ________________ time with people.
(7) ________________
Leaders who develop Followers ask for ________________ commitment.
Leaders who develop Leaders ask for ________________ commitment.
(8) ________________
Leaders who develop Followers lead everyone the ________________.
Leaders who develop Leaders lead everyone ________________.
(9) ________________
Leaders who develop Followers impact ________________ generation.
Leaders who develop Leaders impact ________________ generation.

My friend Dale Galloway says, “Some leaders want to make followers. I want to make leaders. Not only do I want to make leaders, but leaders of leaders. And then, leaders of leaders of leaders.”

Questions:

(1) What is my leadership #? ________________
   Note: That will determine the quality of person you attract.

(2) Review the Nine Differences between Leaders who develop Leaders and Leaders who develop Followers. Which side do you fall on? ________________

Evaluate Your Mastery of the Law of Explosive Growth. (1–10) ________________

Resources: Developing the Leaders Around You Book $17.95 B2057
Developing the Leaders Around You Video $199.00 B2057K
21. The Law of _____________________

A Leader's Lasting Value is Measured by Succession

“Succession is one of the key responsibilities of leadership.”
—Max Depree, Leadership is an Art

______________ comes when someone is able to do great things ______________

______________ comes when he empowers followers to do great things

______________ comes when he develops leaders to do great things

______________ comes when he raises his organization to do great things

Questions:

(1) When I leave a responsibility does it get better or worse? Why? ________________

(2) Have I handed the leadership baton off to the next leader with integrity and a solid foundation to continue the success of the organization? __________________

Evaluate Your Mastery of the Law of Legacy. (1–10)

Resources: Transitioning with Integrity Video / Audio Kit $99.95 V3013
Success calls for a Successor ILC Tape $12.00 C5121

To order these resources or for more information please call 1-800-333-6506
## Personal Review and Evaluation of the 21 Laws

<table>
<thead>
<tr>
<th>Law</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. The Law of the <strong>Lid</strong> — Leadership Determines the Level of Effectiveness</td>
<td></td>
</tr>
<tr>
<td>2. The Law of <strong>Influence</strong> — The True Measure of Leadership is Influence — Nothing More, Nothing Less</td>
<td></td>
</tr>
<tr>
<td>3. The Law of <strong>Process</strong> — Leadership Develops Daily, Not in a Day</td>
<td></td>
</tr>
<tr>
<td>4. The Law of <strong>Navigation</strong> — Anyone Can Steer the Ship, but it Takes a Leader to Chart the Course</td>
<td></td>
</tr>
<tr>
<td>5. The Law of <strong>E.F. Hutton</strong> — When the Real Leader Speaks, People Listen</td>
<td></td>
</tr>
<tr>
<td>6. The Law of <strong>Solid Ground</strong> — Trust is the Foundation of Leadership</td>
<td></td>
</tr>
<tr>
<td>7. The Law of <strong>Respect</strong> — People Naturally Follow Leaders Stronger than Themselves</td>
<td></td>
</tr>
<tr>
<td>8. The Law of <strong>Intuition</strong> — Leaders Evaluate Everything Through a Leadership Bias</td>
<td></td>
</tr>
<tr>
<td>9. The Law of <strong>Magnetism</strong> — Who you Are is Who You Attract</td>
<td></td>
</tr>
<tr>
<td>10. The Law of <strong>Connection</strong> — Leaders Touch a Heart Before they Ask for a Hand</td>
<td></td>
</tr>
<tr>
<td>11. The Law of the <strong>Inner Circle</strong> — A Leader’s Potential is Determined by Those Closest to Him</td>
<td></td>
</tr>
<tr>
<td>12. The Law of <strong>Empowerment</strong> — Only Secure Leaders Give Power to Others</td>
<td></td>
</tr>
<tr>
<td>14. The Law of <strong>Buy-In</strong> — People Buy Into the Leader, Then the Vision</td>
<td></td>
</tr>
<tr>
<td>15. The Law of <strong>Victory</strong> — Leaders Find a Way for the Team to Succeed</td>
<td></td>
</tr>
<tr>
<td>16. The Law of the <strong>Big Mo</strong> — Momentum is a Leader’s Best Friend</td>
<td></td>
</tr>
<tr>
<td>17. The Law of <strong>Priorities</strong> — Leaders Understand that Activity is Not Necessarily Accomplishment</td>
<td></td>
</tr>
<tr>
<td>18. The Law of <strong>Sacrifice</strong> — A Leader Must Give Up to Go Up</td>
<td></td>
</tr>
<tr>
<td>19. The Law of <strong>Timing</strong> — When to Lead is as Important as What to Do and Where to Go</td>
<td></td>
</tr>
<tr>
<td>20. The Law of <strong>Explosive Growth</strong> — To Add Growth, Lead Followers to Multiply, Lead Leaders</td>
<td></td>
</tr>
<tr>
<td>21. The Law of <strong>Legacy</strong> — A Leader’s Lasting Value is Measured by Succession</td>
<td></td>
</tr>
</tbody>
</table>

Date ______________________
Personal Review and Evaluation of the 21 Laws

1. The Law of the Lid — Leadership Determines the Level of Effectiveness
2. The Law of Influence — The True Measure of Leadership is Influence — Nothing More, Nothing Less
3. The Law of Process — Leadership Develops Daily, Not in a Day
4. The Law of Navigation — Anyone Can Steer the Ship, but it Takes a Leader to Chart the Course
5. The Law of E.F. Hutton — When the Real Leader Speaks, People Listen
6. The Law of Solid Ground — Trust is the Foundation of Leadership
7. The Law of Respect — People Naturally Follow Leaders Stronger than Themselves
8. The Law of Intuition — Leaders Evaluate Everything Through a Leadership Bias
9. The Law of Magnetism — Who you Are is Who You Attract
10. The Law of Connection — Leaders Touch a Heart Before they Ask for a Hand
11. The Law of the Inner Circle — A Leader’s Potential is Determined by Those Closest to Him
12. The Law of Empowerment — Only Secure Leaders Give Power to Others
14. The Law of Buy-In — People Buy Into the Leader, Then the Vision
15. The Law of Victory — Leaders Find a Way for the Team to Succeed
16. The Law of the Big Mo — Momentum is a Leader’s Best Friend
17. The Law of Priorities — Leaders Understand that Activity is Not Necessarily Accomplishment
18. The Law of Sacrifice — A Leader Must Give Up to Go Up
19. The Law of Timing — When to Lead is as Important as What to Do and Where to Go
20. The Law of Explosive Growth — To Add Growth, Lead Followers to Multiply, Lead Leaders
21. The Law of Legacy — A Leader’s Lasting Value is Measured by Succession

Date ____________________________