

The 21 Irrefutable Laws of Leadership

1. **The Law of the Lid-** Leadership Ability Determines a Person's 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 with 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
13. **The Law of Reproduction-** It Takes a Leader to Raise Up a Leader
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 Win
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 Leaders, Lead Leaders
21. **The Law of Legacy-** A Leader's Lasting Value Is Measured by Succession

A leader is one who knows the way, goes the way and shows the way.

~ John C. Maxwell

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PLAN AHEAD

Predetermine a Course of Action.
 Lay Out Your Goals.
 Adjust Your Priorities.
 Notify Key Personnel.

Allow Time for Acceptance.
 Head Into Action.
 Expect Problems.
 Always Point to the Successes.
 Daily Review Your Plan.

People Who Develop Followers	Leaders Who Develop Leaders
Need to be needed	Want to be succeeded
Focus on weaknesses	Focus on strengths
Develop the bottom 20 percent	Develop the top 20 percent
Treat their people the same for "fairness"	Treat their leaders as individuals for impact
Hoard power	Give power away
Spend time with others	Invest time in others
Grow by addition	Grow by multiplication
Impact only people they touch personally	Impact people far beyond their own reach

Maxwell, John C. (1998). The 21 Irrefutable Laws of Leadership: Follow Them and People Will Follow You. Thomas Nelson, Inc., Nashville, TN.

Leadership Quotes

Management is doing things right; leadership is doing the right things.
 ~ **Peter F. Drucker**

Don't tell people how to do things, tell them what to do and let them surprise you with their results.
 ~ **George S. Patton**

Leadership is the art of getting someone else to do something you want done because he wants to do it.
 ~ **Dwight Eisenhower**

A leader is a dealer in hope.
 ~ **Napoleon Bonaparte**

If your actions inspire others to dream more, learn more, do more and become more, you are a leader.
 ~ **John Quincy Adams**

Leadership and learning are indispensable to each other.
 ~ **John F. Kennedy**

You manage things; you lead people.
 ~ **Grace Murray Hopper**

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