

# THE 21 IRREFUTABLE LAWS OF LEADERSHIP



## The Maxwell Philosophy

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

Here is what you can expect from the process as we engage the laws.

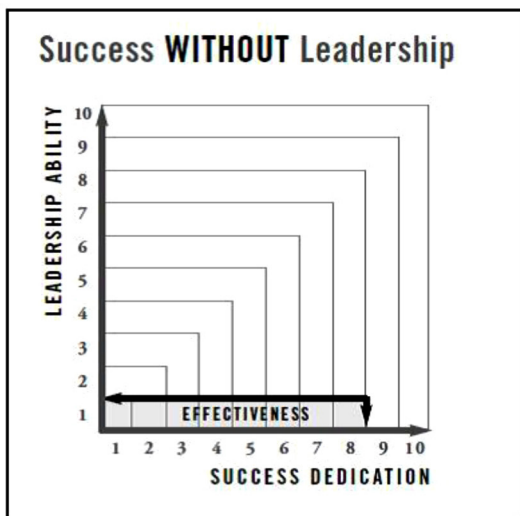
- We will **LEARN** the law as an overview.
- We will discuss **LIVING** the law.
- We will **LEAD** others to the law.

### LAW #1 – The Law of the **LID**

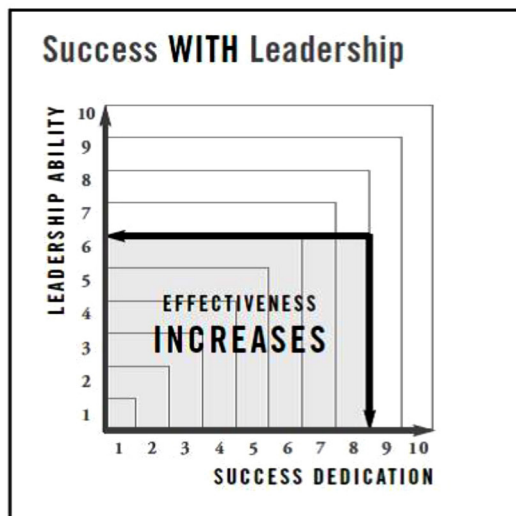
#### Learning the Law of the Lid:

Leadership ability is the lid that determines a person’s level of effectiveness.

The lower an individual’s ability to lead, the lower the lid on his potential.



Effective competent or productive person without leadership or influence.



Person with the same skills with the added ability to influence others.

The increase in effectiveness is 600%!

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Whatever you accomplish will be Restricted or Propelled by your ability to lead others

How do we live out the Understanding of the law of the lid?

## Living the Law of the Lid:

A. What is the lid number on my leadership? How do I find that number?

1. Go through the 21 Indispensable Qualities of a Leader below.
2. Grade yourself on each one on a scale of 1-10; find the average.

That is your number

	CHARACTER
	CHARISMA
	COMMITMENT
	COMMUNICATION
	COMPETENCE
	COURAGE
	DISCERNMENT
	FOCUS
	GENEROSITY
	INITIATIVE
	LISTENING
	PASSION
	POSITIVE ATTITUDE
	PROBLEM SOLVING

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	RELATIONSHIPS
	RESPONSIBILITY
	SECURITY
	SELF-DISCIPLINE
	SERVANTHOOD
	TEACHABILITY
	VISION

TOTAL \_\_\_\_\_ 21 = \_\_\_\_\_

- B. Ask those closest to you to grade you on your lid. Evaluate and consider the likenesses and differences.
  
- C. Go back to 21 qualities and find where you can make the greatest impact by growing. **Remember to work to your strengths.**
  
- D. Things you can do to raise your lid
  1. Value experience with reflection
  2. Invest in training
  3. Mentorship/Coaching
  4. Mastermind/Focus
  5. Do something beyond yourself
  6. Reflect on who has been a lid lifter in your life. What characteristics make them a lid lifter?
  7. Make a “stop doing” list

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## Leading others to the Law of the Lid:

### Two Questions:

- Besides the McDonald brothers, what other business have you seen where the originators of the idea did not bring it to its maximum potential?

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- Describe a time in your life when you were stuck and someone or something challenged you to look at the situation differently.

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Could you grow your leadership ability by just \_\_\_\_\_ % \_\_\_\_\_ \_\_\_\_\_ ?

As coaches and trainers, we begin by \_\_\_\_\_ .