

# The JOHN MAXWELL **Team**

## CHAPTER ONE

### WHEN YOU'RE LOSING, EVERYTHING HURTS

#### LEARN IT

“Loses Will Occur – So Now What?”

#### I. THE ONE THAT REALLY HURT

##### A. John Maxwell's Story Of Deep Personal Humiliation

#### II. WHY LOSSES HURT SO MUCH

##### A. Losses Cause Us To Be Emotionally Stuck

1. Emotions are self-imposed prisons
2. Getting unstuck emotionally is a key to success

##### B. Losses Cause Us To Be Mentally Defeated

1. Success is a product of well managed losses and defeats.

*The quality that distinguishes a successful person from one who is otherwise like him is the capacity to manage disappointment and loss*

2. William Ward said, “Man, like a bridge, is designed to carry the load for a moment, not combined of a year all at once.”

##### C. Losses Create A Gap Between “I Should” And “I Did”

1. The Mistake Trap – Losses hold us back
2. The Fatigue Trap – Losses wear us out.
3. The Comparison Trap – Losses cause us to feel inferior

# The JOHN MAXWELL **Team**

---

4. The Timing Trap – Losses make us hesitate
5. The Inspiration Trap – Losses de-motivate us
6. The Rationalization Trap – Losses allow us to lose perspective
7. The Perfection Trap – Losses cause us to question ourselves
8. The Expectation Gap – Losses highlight the difficulties
9. The Fairness Trap – Losses cause us to ask, “Why me?”
10. The Public Opinion Trap – Losses paralyze us
11. The Self-Image Gap – Losses negatively affect how we see ourselves

## LIVE IT

### “Turning Losses Into Lessons”

#### III. THE FIRST LOSS OFTEN ISN'T THE BIGGEST LOSS

##### A. When We Experience A Loss, We Have A Choice

##### B. When You Lose, You Must Have A Talk:

1. The most important person you will ever talk to is yourself, so be careful what you say
2. The most important person you will evaluate is yourself, so be careful what you think
3. The most important person you will love is yourself, so be careful what you do

#### IV. LOSSES NEVER LEAVE US THE SAME

##### A. Losses Change Many Things In Your Lives:

1. The speed of your success

# The JOHN MAXWELL **Team**

---

2. The way you may succeed
3. The people who are part of your success
4. The size of the loss can have a tremendous impact

## V. TURNING LOSS INTO GAIN

A. A Loss Is Only A Total Loss If You Learn Nothing From It

B. Losing Gives Us An Opportunity To Learn IF ...If What?

C. What Does This Quote Mean: “*We Only Learn What We Are Ready To Learn*”?

D. What Does One’s Attitude Have To Do With Losses?

## LEAD IT

### “Getting Ready To Learn”

#### Discussion Options Learning Opportunities

- Want to really learn? Take some time and write out the most significant losses you have experienced and reflect upon what you have actually learned from those experiences.
- Take some time to explore potential future losses. What could you possibly learn from those when and if they occur?
- As you recall losses that may be particularly critical or painful, you may want to take some extra focused time to examine what may yet need to be learned. Your personal growth will be an exciting road of learning, healing, and eventually leading others to what you have gained.