

THE 10 IRREFUTABLE LAWS OF LEADERSHIP

by John Maxwell

The Law of the Lid

"The higher you want to climb, the more you need leadership. The greater the impact you want to make, the greater your influence needs to be."

The Law of Influence

"Leadership is influence—nothing more, nothing less."
Character, Relationships, Knowledge, Intuition, Experience, Past Success, Ability

The Law of Process

"Becoming a leader is a lot like investing successfully in the stock market. If your hope is to make a fortune in a day, you're not going to be successful."

The Law of Navigation

"A leader is one who sees more than others see, who sees farther than others see, and who sees before others do." Leroy Eims

The Law of Addition

"When you try to be top dog, you don't create loyalty. If you can't give credit (and take blame), you will drown in your inability to inspire."
Jim Sinegal

The Law of Solid Ground

"To build trust, a leader must exhibit competence, connection, and character."

The Law of Respect

"One measure of leadership is the caliber of people who choose to follow you."
• Dennis A. Peer

The Law of Intuition

"A leader has to read the situation and know instinctively what play to call."

The Law of Magnetism

"Who you are is not determined by what you want. It's determined by who you are."
who you surround yourself with is a mirror to who you are.

The Law of Connection

"The stronger the relationship and connection between individuals, the more likely the follower will want to help the leader."
Followers won't move into action if they don't feel emotionally connected to their leader.