

The 21 Irrefutable Laws Of Leadership
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Intro

1. The laws can be learned. Some are easier to understand and apply than others, but every one of them can be acquired.
2. The laws can stand alone. Each law complements all the others, but you don't need one in order to learn another.
3. The laws carry consequences with them. Apply the laws, and people will follow you. Violate or ignore them, and you will not be able to lead others.
4. These laws are the foundation of leadership. Once you learn the principles, you have to practice them and apply them to your life.

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. The higher the leadership, the greater the effectiveness

1. The Law of the Lid

To change The direction of the organization, Change the leader

The good news is that getting rid of the leader isn't the only way. Just as I teach in conferences that there is a lid, I also teach that you can raise it

- Management
- Entrepreneur
- Knowledge
- Pioneer
- Position

2. The Law of Influence

Five Myths about leadership

3. The Law of Process

Leaders are learners

The four phases of leadership growth

- I don't know what I don't know
- I know what I don't know
- I grow and know and it starts to show
- I simply go because of what I know

4. The Law of Navigation

- Predetermine 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 Planning.

When a real leader speaks, people listen

1. Character - Who they are
2. Relationships - Who they know
3. Knowledge - What they know
4. Intuition - What they feel
5. Experience - Where they have been
6. Past Success - What they've done
7. Ability - What they can do

5. The Law of E. F. Hutton

How people become real leaders

6. The Law of Solid Ground

- Trust is the foundation of leadership
- It's not the decision, it is the leadership
- Character communicates consistency
- Character communicates potential
- Character communicates respect

7. The Law of Respect

- Leaders go their own way when a group comes together
- Soon people change direction to follow the strongest leader
- People naturally align themselves and follow leaders stronger than themselves

8. The Law of Intuition

How leaders think

- Leaders are readers of their situation
- Leaders are readers of trends
- Leaders are readers of their resources
- Leaders are readers of people
- Leaders are readers of themselves

Laws

9. The Law of Magnetism

Who you are is who you attract

People like you will seek you out

- Elements
 - Attitude
 - Generation
 - Background
 - Values
 - Life Experience
 - Leadership Ability

10. The Law of Connection

- Connect with people, one at a time
- The tougher the challenge, the greater the connection

11. The Law of the Inner Circle

- A leader's potential is determined by those closest to them
- Inner Circle
 - Potential Value - Those that raise themselves up
 - Positive Value - Those who raise morale in the organization
 - Personal Value - Those that raise up the leader
 - Production Value - Those who raise up others
 - Proven Value (Highest) - Those who raise up people who raise up other people

12. The Law of Empowerment

- Only secure leaders give power to others
- Barriers
 - Desire for Job Security
 - Resistance To Change
 - Lack Of Self-Worth

13. The Law of Reproduction

People buy into the leader, then the vision

14. The Law of Buy-In

- Scenarios
 - When followers don't like the leader or the vision, they look for another leader
 - When followers don't like the leader but they do like the vision they still look for another leader
 - When followers like the leader, but don't like the vision, they change the vision
 - When followers like the leader and the vision, they get behind both

15. The Law of Victory

- Leaders find a way for the team to win
- Three components
 - Unity of vision
 - Diversity of skills
 - A leader dedicated to victory and raising players to their potential

16. The Law of the Big Mo

Leaders understand that activity is not necessarily accomplishment

17. The Law of Priorities

- What is required?
- Three Rs
 - What gives the greatest return?
 - What brings the greatest reward?

18. The Law of Sacrifice

- The leader must give up to go up
- The higher you go, the more you give up

19. The Law of Timing

- The wrong action at the wrong time, leads to disaster
- The right action at the wrong time, leads to resistance
- The wrong action at the right time, is a mistake
- The right action at the right time results in success

20. The Law of Explosive Growth

- Leaders who develop followers, add one at a time
- Leaders who develop leaders, multiply their growth

21. The Law of Legacy

A leader's lasting value is measured by succession