

LESSONS IN LEADERSHIP - Module 5

Leadership Excellence



Key Points

The Core Essence

The core essence of great leaders like Martin Luther King, Mother Teresa and Mahatma Gandhi was they spoke to a need that was felt by many people and they connected with people.

The Law of Connection

Touch a heart before you ask for a hand. Great leaders listen, learn, and then lead.

The Law of Respect

To gain respect we must exhibit: character, competence and consistency.

The Evolution of Leadership: Leadership Teams

No one person has all the answers. You need to train those around you to lead - to create a team that completes and complements one another. That's how explosive growth happens.

A Different Kind of Leadership

Followers want security, leaders want opportunity. If you want to lead followers, just make them secure - but they won't grow or develop leaders - and your growth will be slow. If you want to develop leaders you have to give them opportunity, exposure, and empowerment - and your growth soars.

Finding Leaders



To find potential leaders you have to know what they look like. You have to learn the qualities of a good leader, look for them in everyone you recruit - and then develop and train them.

The Law of Influence

There are five levels of influence:

1. Position: people follow you because they have to
2. Permission through relationships: people follow you because they want to - they like you
3. Production: people follow you because of what you've done in the organization - you've become a star
4. Reproduction: people follow you because of what you've done for them personally - this is where you are developing people and where explosive growth starts
5. Personhood: You've done it all so well that you are admired

With each level you gain influence and each level builds on the other.

The Law of Legacy

To discover your legacy, start with what you are passionate about - then assess your strengths and your gifts. "People will summarize your life in one sentence: pick it now."

First Steps to Becoming an Excellent Leader

Ask yourself:

- "What am I doing to invest in myself?"
- "What am I doing to invest in others?"

The first person you should lead is yourself - you have to put effort into learning if you want to grow into the leader you are capable of being. Only then can you truly be able to contribute to others.

