

LEADERSHIP DEVELOPMENT COMMUNITY

“Successful Leadership. What is it?”

“One of the most common mistakes and one of the costliest is thinking that success is due to some genius, some magic, something or other which we do not possess.” (Maltbie D. Babcock)

Common Misconceptions about Success:

- 1) **W**_____.
- 2) **A Special F**_____.
- 3) **Specific and Worthwhile P**_____.
- 4) **P**_____.
- 5) **A**_____.

Key question: If you don't know what success is, how will you know when you find it?

“Success is knowing your purpose in life, growing to reach your maximum potential, and sowing seeds that benefit others.” (John Maxwell)

General Observations About “Success”

- 1) **Success is a j**_____, not a destination.
- 2) **Success is a d**_____ thing.
- 3) **Success is for e**_____.

Leadership Is Key in The **B_____ World.**

“No business can progress and grow without leadership. In the final analysis, leadership is the only real advantage one organization has over another in a competitive society” (Leaders, Bennis and Manus).

Leadership Is Key in The **C_____ World.**

“Leadership will be a key component if the church is going to progress. Churches that grow over the 1990's and beyond will be those that have a strong but compassionate leadership team. They will be churches that are focused upon God's vision of ministry for them, and pursue it with passion and excitement. Churches that are doing business as usual will fail to capture the attention and stimulate the interest of the average American adult” (George Barna).

ABC's OF LEADERSHIP SUCCESS...

Successful Leaders **A_____ People.**

Attraction Principle: As a leader, you attract who you **a**_____, not who you **w**_____.

- **Key question:** “Am I the person I want my organization/business to be?”

What Attracts People?

1) **A** _____ (I have an "attractive" Attitude).

*"As a beauty I'm no star
Others are more handsome by far.
But my face, I don't mind it
For I am behind it...
It's the people out front who get a jar."* (author unknown)

- Charisma is an a _____. Being "other" minded, not "self" minded is charisma.

2) **C** _____ (A place for people to belong).

3) **C** _____ (people feel secure with me).

- *"The leader must know, must know he knows and must be able to make it abundantly clear to those about him that he knows"* (Clarence B. Randall, American businessman, 1964).

4) **E** _____ (I'm fun to be with).

- *En Theos* (Greek) = "In God." It's where we get the word enthusiasm from.
- If you do not believe in what you're doing, you won't move anyone! Consequently, you cheat yourself . . . you cheat others . . . and you cheat God!

5) **E** _____ (I make others feel good about themselves).

- *"I have never seen a man who could do real work except under the stimulus of encouragement and enthusiasm, and the approval of the people for whom he is working"* (Charles Schwab).

6) **S** _____ (I add value to others).

- The great men and women of history were not great because of what they owned or earned, but rather for what they gave their lives to accomplish.

7) **R** _____ Skills (people like to be with me).

- **The 10 Foot Rule:** *"Employees who come in contact with a customer within 10 feet, must smile and say hello"* (Wal-Mart/Home Depot/Lowes, etc).
- **Challenge:** For one week treat every person you meet, without a single exception, as the most important person on earth. You will find that they will begin treating you the same way.

8) **H** _____ (I give others hope).

9) **V** _____ (People see the big picture and join the team).

10) **C** _____ (People are drawn to me).

Successful Leaders **B** _____ in People.

Do the best you can and treat others the way you want to be treated because they will ask 3 questions:

(1) Can I trust you? (2) Do you believe in this? (3) Do you care about me as a person?

What I Believe in Believing People?

- 1) Most People **D** _____ Believe In themselves.
- 2) Most People Have **F** _____ If Anyone Who Believe In Them.
- 3) Most People **K** _____ When Someone Believes In Them.
- 4) Most People Will Do Anything Within Their Power To **E** _____ A Leader's Belief In Them.

Successful Leaders **C** _____ With People.

"The number one managerial productivity problem in America is, quite simply, managers who are out of touch with their people and out of touch with their customers" (Tom Peters and Nancy Austin, A Passion For Excellence).

Connecting With Yourself:

- "You cannot lead others until you first lead yourself" (Harry Truman)
- "You cannot connect with others until you first connect with yourself" (John Maxwell)

Connecting With Your Mission:

- "To love what you do and feel that it matters – how could anything be more fun" (Katherine Graham).
- "It's easy to make a buck. It's a lot tougher to make a difference" (Tom Brokaw).

Connecting With Others:

- "A major mistake that many leaders make is thinking that connecting is the follower's responsibility when it's really the leader's." (John Maxwell)

HOW TO "CONNECT" WITH PEOPLE...

- 1) **V** _____ People.
- 2) Possess A "**M** _____ **A D** _____" Mindset.

Example – Believe **Y** _____ can make a difference.

Example – Believe what you **S** _____ can make a difference.

Example – Believe that the **P** _____ you share with can make a difference.

Example – Believe that **T** _____ you can make a **B** _____ difference.

- 3) Look For **C** _____ Ground.

The 101% principle: Find the 1% you agree with and give it 100% of your effort.

- 4) Understand And Discover The **T** _____ Of People.

Much of our behavior is not right or wrong . . . it's p_____.

To the choleric I connect with s_____.

To the melancholic I connect with f_____.

To the phlegmatic I connect with a_____.

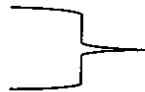
To the sanguine I connect with e_____.

To everyone I connect with a_____.

5) Understand And Discover The Gifts And Abilities Of People.

6) Handle Yourself Differently Than Others.

- To handle yourself . . . use your h_____.



We usually do the opposite.

- To handle others . . . use your h_____.

7) Find The Key To Their Lives.

8) Stand With Them During The D_____ Times.

9) Don't Take Others For G_____.

"You can buy a man's time, you can even buy his physical presence at a given place, but you cannot buy enthusiasm . . . you cannot buy loyalty . . . you cannot buy the devotion of hearts, minds, or souls. You must earn these." (Carles Fraces)

10) Ask God To Make D_____ Connection.

Application: As a result of this tonight's training session, what is the most important change you want to make in your personal life and ministry in the next 3 months?

- 1)
- 2)
- 3)