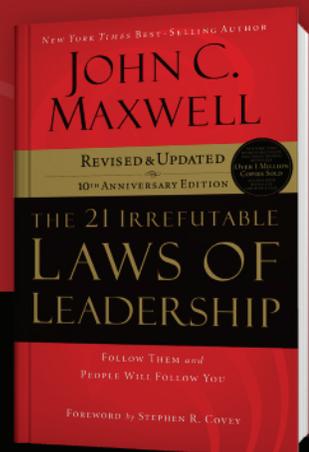


# THE 21 IRREFUTABLE LAWS OF LEADERSHIP

## LUNCH & LEARN PARTICIPANT'S GUIDE



Based on the book  
*by John C. Maxwell*



**The Law of the Lid Teaching with John Maxwell**

*Leadership Ability Determines a Person's Level of Effectiveness*

1. A law must work well in every \_\_\_\_\_, with every \_\_\_\_\_, and every \_\_\_\_\_, all the time. It has to be \_\_\_\_\_.

2. Observations about the laws:

➤ No one does all of the laws \_\_\_\_\_. That's why you bring in a \_\_\_\_\_ around you. They \_\_\_\_\_ you. They \_\_\_\_\_ you. They do for you what you \_\_\_\_\_ do for yourself.

➤ These laws have \_\_\_\_\_. \_\_\_\_\_ them, and they \_\_\_\_\_ for you. \_\_\_\_\_ them, and they can really \_\_\_\_\_ you.

3. You can \_\_\_\_\_ every one of these laws. In other words, you can get \_\_\_\_\_.

4. The Law of the \_\_\_\_\_ says that how well you \_\_\_\_\_ determines how well you \_\_\_\_\_.

5. \_\_\_\_\_ rises and falls on \_\_\_\_\_.  
Not \_\_\_\_\_ things, not \_\_\_\_\_ things, everything.

6. My business, team, or company will always come \_\_\_\_\_, but never go \_\_\_\_\_ or \_\_\_\_\_ than my \_\_\_\_\_.

7. If I'm an \_\_\_\_\_ leader, ranked 5 on a scale of 1 to 10, then my company or my team will be a \_\_\_\_\_. My \_\_\_\_\_ is my lid on my potential.

8. Whether you have any leadership \_\_\_\_\_ or not, you can learn to lead and \_\_\_\_\_ people because \_\_\_\_\_ is influence.

9. Your ability to \_\_\_\_\_ how to influence people will determine the \_\_\_\_\_ of your influence and the amount of \_\_\_\_\_ that you lead.

10. There is no \_\_\_\_\_ in the area of leadership. \_\_\_\_\_ as a leader and you will expand the \_\_\_\_\_ of your life.

**The Law of the Lid Application with Mark Cole**

**1. What is your greatest leadership lid?**

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**2. On a scale of 1 to 10 (1 is the lowest; 10 is the highest), where would you rank your greatest leadership lid?**

1      2      3      4      5      6      7      8      9      10

**3. Where would others rank your leadership lid on a scale of 1 to 10 (1 is the lowest; 10 is the highest)?**

1      2      3      4      5      6      7      8      9      10

**4. What is your plan to raise your leadership lid over the next 6 months?**

➤ What will you read?

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➤ Who will mentor you?

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➤ Who is going to hold you accountable?

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**The Law of Influence Teaching with John Maxwell**

*Leadership is Influence - Nothing More, Nothing Less*

1. The true measure of leadership is \_\_\_\_\_,  
nothing \_\_\_\_\_ nothing \_\_\_\_\_.
  
2. John's dream is to make a \_\_\_\_\_ in people's  
lives.
  
3. He does that by adding \_\_\_\_\_ to leaders who multiply  
value in others.
  
4. Find the \_\_\_\_\_ and then ask:
  - \_\_\_\_\_ do I accomplish the dream?
  - How many \_\_\_\_\_ can I influence and make a  
\_\_\_\_\_ in their life?
  - How can I increase my \_\_\_\_\_?
  
5. When I increase my \_\_\_\_\_, I realize my  
\_\_\_\_\_.

6. You can only touch the lives of the \_\_\_\_\_ you can influence.

7. How do we \_\_\_\_\_ our influence?

- Add \_\_\_\_\_ to others \_\_\_\_\_.
- \_\_\_\_\_ expectations.
- Develop a \_\_\_\_\_.

8. If you have a \_\_\_\_\_, you also need to have a \_\_\_\_\_.  
Big \_\_\_\_\_ need big \_\_\_\_\_.

**The Law of Influence Application with Mark Cole**

**1. How clear is your vision and/or dream? (Vision Casting)**

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**2. How competent is your team? (Vision Carrying)**

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- Do you need to replace any of your teammates?
- Do you need to replace the people that can't go where you are going?

**3. Rank your people on a scale of 1 to 10**  
*(1 is the lowest and 10 is the highest)?*

- Empower the ones that rank 7 to 9
- Challenge the ones that rank 5 to 7
- Replace the ones that rank 3 to 5

**The Law of “The Big Mo” Teaching with John Maxwell**

*Momentum Is a Leader’s Best Friend*

1. “Big Mo” Momentum is a leader’s \_\_\_\_\_.
2. The rising part of \_\_\_\_\_ is a result of \_\_\_\_\_.
3. When you have momentum, it is a \_\_\_\_\_ and a \_\_\_\_\_ exaggerator.
4. Momentum creates an \_\_\_\_\_ for you and your \_\_\_\_\_ to do your very \_\_\_\_\_.
5. When you lack momentum, it becomes a \_\_\_\_\_ \_\_\_\_\_ in your leadership life.
6. The better \_\_\_\_\_ you are, the more momentum you \_\_\_\_\_.

7. When you create momentum in your life, you will find that problems are much \_\_\_\_\_ and \_\_\_\_\_ solve.
8. \_\_\_\_\_ try to fix problems while leaders try to create \_\_\_\_\_.
9. Momentum will allow you to \_\_\_\_\_ better \_\_\_\_\_.
10. The law of momentum, "Big Mo," will allow you to have that \_\_\_\_\_ feeling that will allow you to continually \_\_\_\_\_.

**The Law of “The Big Mo” Application with Mark Cole**

**1. What are you doing to impact your momentum?**

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**2. What is the status of your momentum on a scale of 1-10?**  
*(1 is the lowest and 10 is the highest)*

**1      2      3      4      5      6      7      8      9      10**

➤ Is your momentum increasing or decreasing overall?

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➤ What is the cause of the increase or decrease?

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➤ Over the last 3 months, is your momentum on the rise or the decline?

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**3. What is the one thing you need to focus on to change the momentum in your organization?**

- What are your momentum makers?

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- What are your momentum takers?

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- Who are the people that are helping you?

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- Who are the people that are hurting you?

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