

# The JOHN MAXWELL **Team**

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AN INDEPENDENT CERTIFIED COACH, TEACHER AND SPEAKER  
WITH THE JOHN MAXWELL TEAM

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Thank you for enrolling in the “**21 Irrefutable Laws Of Leadership**” Mastermind Group. You’ve taken intentional action to expand beyond your current capacity and I’m excited to be working with you!

In order to participate in the meetings, you will need to have your own copy of the book “21 Irrefutable Laws of Leadership” by John C. Maxwell. You may purchase your copy at a local book store or on my John Maxwell Team website – <http://www.JohnMaxwellGroup.com/MichelleTate>.

Each week we will introduce 3 laws from the book. All participants are asked to please be ready and prepared by having:

☐read the assigned chapters

☐completing the assigned questions to each chapter (included in the following pages)

We will have an open Q&A (optional for you to participate) to review your answers to the assigned questions. Please bring to the meeting enthusiasm and positive vibrations. Any negativity is strictly prohibited.

On the first day, I would like us to get to know one another better. Please be prepared to introduce yourself to the group:

☐your name

☐background

☐what do you want to get out of this group

I am looking forward to assisting you on your journey to becoming a successful leader. Always remember to S.M.I.L.E. - be SINCERE, MOTIVATE others, have INTEGRITY, continue to LEARN, and most importantly have ENTHUSIASM for the things that matter most.

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## **THE LAW OF THE LID**

What are your 3 current major goals?

What 3-5 strengths do you possess that can assist you in achieving your goals?

What would hinder or prevent your success?

What sacrifices are you willing to make to raise the lid?

What steps can you take to raise your lid of leadership?

What are 3 things you can do to help your team raise their leadership?

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## **THE LAW OF INFLUENCE**

There are 7 Factors of Leadership:

Character – People can sense Truth, Integrity

Relationships – Surround yourself with the right people

Knowledge – Study, learn. Know the facts. Do your homework!

Intuition – Energy, morale, timing, momentum. What do you feel?

Experience – What challenges have you had in the past?

Past Success – What is your track record? Have you extended yourself, taken a risk and succeeded?

Ability – What are you capable of?

Discuss all 7 factors of leadership in your life and how you can work on each one to become a successful leader in your industry. Take notes and create a profile of what a good leader looks like.

Keep this in your daily calendar, journal, etc. and check it often!

How can I intentionally add value to people?

What can I do for them to help them reach success?

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## **THE LAW OF PROCESS**

What is your plan for personal growth?

What are you doing to promote your professional growth?

Do your plans encourage development and continued growth from the previous day's progress?

What can you realistically do on a continual basis to bring you closer to becoming a successful leader?

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## **THE LAW OF NAVIGATION**

A leader must chart the course and be process oriented – and, PLAN AHEAD.

P = PREDETERMINE a course of action

L = LAYOUT your goals

A = ADJUST your priorities

N = NOTIFY key personnel

A = ALLOW time for acceptance

H = HEAD into action

E = EXPECT problem

A = ALWAYS point to success

D = DAILY review your plan

Now is the time to write down your goal below, whether it is a personal goal, business goal, financial goal.

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## THE LAW OF ADDITION / E.F. HUTTON

Are you making things better for the people who follow you?

Name 5 people in your personal life closest to you. Next to each name, write 3 ways you show them you care. If you cannot write 3 ways you show them you care *daily*, write 3 ways you are willing to do.

Now, name 5 people in your business life that you lead. Next to each name, write 3 ways that you display actions every day of caring, sharing and lifting.

Now, ask yourself – are you willing to do this without recognition?

John Maxwell's thought – "If you desire to add value by serving others, you will become a better leader." What does this look like in your life?

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## **THE LAW OF SOLID GROUND**

Do the people you work with openly share with you?

What does integrity look like to you?

How can you make changes in your daily life to express your integrity and attract your followers to trust you? No one enjoys spending time with someone he doesn't trust.

List the names of those people in your past (both personal and professional) and make a decision to move forward in building trust by making amends to each and every person.

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## **THE LAW OF RESPECT**

List 5 people in your life that you respect. Next to their name, can you write at least 2 reasons why you respect them. Would you follow their lead?

How you can change your leadership qualities?

People WANT to follow people they respect. How can you gain respect?

What are you willing to do to add value to others?

How can you improve as a leader?

Write down one habit or practice that you can incorporate into your life that will get you closest to your goal.



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## **THE LAW OF INTUITION**

What is your greatest strength?

Examine your strengths and write them down.

What talents are you naturally gifted with?

What is your STRONGEST talent?

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## **THE LAW OF MAGNETISM**

Who do you want to attract? What are their qualities? Why do you desire the qualities you listed?

Write your Missions Statement below. Who am I? What is my mission and what method will I use to achieve success?

Write your Vision Statement. What will I do next?

What are your Core Values? What do I believe? Remember LIKE attracts LIKE.

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## **THE LAW OF CONNECTION**

Remember – they can't go along with you until they get along with you...

Am I applying my strengths?

How can I use this strength to coach others?

How well do I relate and communicate with others?

Am I likeable? What changes do you need to make within yourself to speak from the heart and to the heart?

How do you want to be seen?

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## **THE LAW OF THE INNER CIRCLE**

How can the Law of the Inner Circle add value to your team and you as a leader?

Discuss the statement “Nobody does everything well”. Identify each strength and how you can coach others to develop that strength to enhance your team’s effectiveness.

Are you intentional in your relationship building?

Do the people in your inner circle possess the strengths in your areas of weakness?

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## **THE LAW OF EMPOWERMENT**

List below each barrier you are facing and discuss your strategy to move and knock down each barrier.

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## **THE LAW OF THE PICTURE / REPRODUCTION**

How can you remain a credible leader?

What areas of your life need changing?

List your core values.

Where do you need to work on yourself?

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## **THE LAW OF THE BUY-IN**

How do you nurture the relationships of those in your inner circle?

List 5 things you need to change in your present leadership to achieve the Law of Buy-In.

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## THE LAW OF VICTORY

What is holding you back?

Are you surrounded with the right team players?

How do leaders make things better for their team?



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## **THE LAW OF THE BIG MO**

How is momentum created?

Name 3 roadblocks to momentum that you have encountered that stopped your WIN.

What are you doing today to keep the “train” from hitting the wall and stopping?

Discuss the steps you will incorporate to coach others to identify their obstacles and the tools to move through all challenges.

What skills and strategies have you developed to allow full momentum – at a comfortable speed through the challenges to the WIN?

How can you inspire your BIG MO?

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## **THE LAW OF PRIORITIES**

Being busy does NOT mean you are achieving. Ask the question: WHAT ARE YOU ACCOMPLISHING? Not – What are you doing?

The 3 R's for Priorities:

**REQUIRED** – what is required of me that nobody can or should do for me?

**RETURN** – What gives the greatest return? What am I doing that can be done at least 80% as well as someone else? Discover your strengths.

**REWARD** – Are you doing the things you love? Your passion will provide you with the fuel you need to keep you doing. Do not neglect what you love. Make a list and then prioritize your time around this list.

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## **THE LAW OF SACRIFICE**

What sacrifices have you made to get to where you are today?

Where are you in your growth? Examine your own journey.

Are you climbing the mountain or is it too high?

What area of your life is infected with Destination Disease?

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## **THE LAW OF TIMING**

Give examples when you have made an action decision and the timing was not right. What happened?

Did your leadership suffer? Why?

Did your people suffer? How?

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## **THE LAW OF EXPLOSIVE GROWTH**

Where are you in the process of leadership development?

Developing yourself?

Developing your team?

Developing leaders?

What actions are you taking?

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## **THE LAW OF LEGACY**

What we do today, people will say at our funeral. What do you want people to say?

What changes must you make in your conduct and thinking to change that legacy to the legacy you want to leave?

Write your legacy statement below.