**Connection**

In his book “Everyone Communicates, Few Connect” Maxwell says: “***Connecting is never about me. It’s about the person with whom I’m communicating. Similarly, when you are trying to connect with people, it’s not about you—it’s about them.”***

Maxwell continues to say ***“If you want to connect with others, you have to get over yourself. You have to change the focus from inward to outward, off yourself and onto others.”***

These sentiments ring true not only when communicating and connecting with people in general, but it is critically important when you are in a leadership position.

As leaders we are charged to influence and help people achieve personal and professional mission/corporate success. How can we positively influence the people around us if we don’t take the time to get to know them and understand THEIR perspectives, goals and personal or professional challenges?

Many of us have become so focused on ourselves, our careers, and what WE need to do to get that next promotion, that we forget to take care of those around us. As leaders, we are expected to have a certain amount of personal and professional maturity. Maxwell says ***“Maturity is the ability to see and act on the behalf of others.”***

***“The ability to connect with others is a major determining factor in reaching your full potential” –John C. Maxwell***

Here is the challenge: Reach YOUR full potential, CONNECT WITH THE PEOPLE AROUND YOU! Take 30-45 minutes to sit with those people you are charged to lead, or follow, and really listen to what they say, and remember what John Maxwell said, “If you want to connect with others, you have to get over yourself. You have to change the focus from inward to outward, off yourself and onto others.”

Lead On!