

**NOTES FROM: *The 21 Irrefutable Laws of Leadership*, by John C. Maxwell**

**SUMMARY:** In this book, one of the global thought leaders on the topic, John C. Maxwell explains how leadership isn't about how far you can go *yourself*, but rather about how far you can advance others. It may sound a little "Hallmark" to some people, but that doesn't make it any less true.

There's tons of great stuff in here about identifying the strengths and values of the people you seek to lead, and then being a *resource* for them to help all of you to get there as fast - and ethically - as possible. In other words, the stuff most people think they already know, yet all of us could spend a lifetime learning and properly employing.

This is one of the first leadership books I had ever read, and it *immediately* changed the way I thought about so many different areas of my life. I can't even express what kind of a positive impact Maxwell's books have had on my development, and if you're in any sort of leadership position, aspire to be in one, or even just want to get the most out of *yourself* every single day, I *highly* recommend his books.

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"Many people view leadership the same way they view success, hoping to go as far as they can, to climb the ladder, to achieve the highest position possible for their talent. But contrary to conventional thinking, I believe the bottom line in leadership isn't how far we advance ourselves but how far we advance others. That is achieved by serving others and adding value to their lives."

"Great leaders always seem to embody two seemingly disparate qualities. They are both highly visionary and highly practical."

"Leadership ability is the lid that limits a person's effectiveness,"

"Personal and organizational effectiveness is proportionate to the level of leadership."

"Being in power is like being a lady. If you have to tell people you are, you aren't."

"The true measure of leadership is influence."

Pathways to Influence:

- Your Character
- Your Relationships
- Your Knowledge
- Your Intuition
- Your Experience
- Your Past Success
- Your Ability

“Leadership is built daily, and not in a day.”

“Providing opportunities for growth for other people is your responsibility as a leader.”

“Learn about the people you intend to lead. It’s much harder to lead people you know next to nothing about.”

“Trust is the inviolable foundation of leadership.”

“Who you are determines the kind of people attracted to your organization.”

“Become the type of person you desire to attract.”

“Leading well is about empowering others.”

“Find the strengths of others and find ways to leverage them. Empower them to contribute in the ways they’re best suited for doing so, and people will surprise you.”

“People tend to do as the leader does, for better or worse.”

“Nothing is more convincing than living out what you say you believe.”

“Today's success is the greatest threat to tomorrow's success.”

“Fear not that your life will come to an end but that it will never have a beginning.”

“In times like these it's important to remember that there have always been times like these.”

“Make all your problems line up for you one by one.”

“Focus more on your responsibilities than your rights. What is life asking of you? What are you being called on to contribute? To whom do you have responsibilities and obligations? Whose life will you improve through your actions?”

“How we treat others reflects the way we think about ourselves.”

“If you desire to lead at the highest level, you must always serve at the lowest.”

“If what you've done yesterday still looks big to you, then you haven't done much today.”