



What is Leadership ?

THE PRIMARY EDUCATIONAL LESSON OF MY LIFETIME:

EVERY SIGNIFICANT HUMAN ENDEAVOR RISES OR FALLS ON LEADERSHIP!

Leadership is NOT:

❑ A POSITION

❑ POWER

❑ AUTHORITY

What is Leadership ?

LEADERSHIP IS: INFLUENCE

A LEADER IS: ONE WHO INFLUENCES

Everyone influences someone

- ☒ Examples:
 - ☒ Parent – Child
 - ☒ Teachers - Students
 - ☒ Celebrity – fan
 - ☒ Pastor – congregation
 - ☒ Brothers - Sisters
 - ☒ Friends – Friends
 - ☒ Students – Teachers
 - ☒ Researcher – Decision Makers
 - ☒ Etc., etc., etc.



WHEN WE INTENTIONALLY SET
OUT TO INFLUENCE OTHERS,
We Exercise Leadership ?

LEADERSHIP IS: INFLUENCE

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Leadership is:

(Jerry's definition)

- ⊠ The ability to see a better future and
- ⊠ The skill to influence others:
 - ⊠ to see that future
 - ⊠ and work together to accomplish it

Effective Leadership is:

- ⊠ The ability to influence others to see what we see about a better future (obtain followers).
- ⊠ To become an effective leader... we must work backwards from this truth!
- ⊠ In essence, we must develop better influence skills in order to truly lead from where we are!

The best investment in the future
is a proper influence today!

- ⊠ **INFLUENCE** is a skill that can be developed
- ⊠ We **CAN** increase our influence and our leadership potential
- ⊠ But we must start with knowing where we are.....which level of leadership



Five Levels of Leadership

FROM MY MENTOR: JOHN MAXWELL

Level 1: Position

- ✘ **Position is the Basic Entry level of leadership - (Development Level)**
 - ✘ **PEOPLE FOLLOW YOU BECAUSE THEY HAVE TO!**
 - ✘ But remember, real leadership is becoming or being the person others will gladly follow
 - ✘ The **Boss** drives his workers; the **leader** coaches or serves them
 - ✘ The **Boss** depends upon authority; the **leader** on goodwill
 - ✘ The **Boss** inspires fear; the **leader** inspires enthusiasm

Level 1: Position

- ⊠ **Position is the Basic Entry level of leadership - (Development Level)**
 - ⊠ **PEOPLE FOLLOW YOU BECAUSE THEY HAVE TO!**
 - ⊠ The **Boss** says “I”; the **leader** says “We!”
 - ⊠ The **Boss** knows how it’s done; the **leader** shows how.
 - ⊠ The **Boss** says “go”; the **leader** says “let’s go!”
 - ⊠ The **BOSS Leader** – is a **BEGINNER....KINDERGARDEN**

Level 1: Position

☒ The Downside Of Position

☒ “True leadership isn’t about position.”

There are **eight negatives** for the position as Positional Leaders:

1. Have positions and titles that are often misleading.
2. Place a high value on it and tend to devalue their people.
3. Feed on politics as they focus on control instead of contribution.

Level 1: Position

4. Put rights over responsibilities by acting to make themselves look and feel important.
5. Often get lonely if they misunderstand the functions and purpose of leadership.
6. Become branded and stranded in their position and will get passed on opportunities.
7. Experience high turnover as “people quit people, not companies.”
8. Receive people’s least, not their best, with their people becoming either a clock watcher, a just-enough employee, or mentally absent.

Level 2: Permission

- ⊠ On this level the leader leads by interrelationships
- ⊠ The agenda is not the Position of the leader but **relationships with people**
- ⊠ Don't skip this level.... "You can love people without leading them, but you cannot lead without loving them!"
- ⊠ **PEOPLE FOLLOW YOU BECAUSE THEY WANT TO!**

Level 3: Production

- ⊠ On this level things begin to happen : goals met, projects complete, etc.
- ⊠ The leader brings people together to accomplish something!
- ⊠ Motivation and success comes from doing things together!
- ⊠ **PEOPLE FOLLOW YOU BECAUSE OF WHAT YOU HAVE DONE FOR THE WHOLE ORGANIZATION!**

Level 4: People Development

- ⊠ A leader is not great because of position or power, but because of their ability to **empower others!**
- ⊠ PEOPLE FOLLOW YOU BECAUSE OF WHAT YOU HAVE DONE FOR THEM.
 - ⊠ Another word for it is **REPRODUCTION**
 - ⊠ Simple ways:
 - ⊠ Learning names
 - ⊠ Know their personal and family situations
 - ⊠ Taking time to chat
 - ⊠ Equipping them to lead and encourage others!

Level 5: PINNACLE (Conductor)

- ⊠ The higher you go:
 - ⊠ The longer it takes to raise up new leaders
 - ⊠ The higher the level of commitment to valuing the people you lead/serve
 - ⊠ The easier it is to lead
 - ⊠ The better the performance of the people you lead
 - ⊠ The greater the growth OF THE PEOPLE YOU LEAD AND THEIR ORGANIZATION
 - ⊠ THE MORE IMPORTANT IT IS TO SERVE!!!!



WHAT LEVEL LEADER ARE YOU?

**YOU MUST KNOW WHERE YOU ARE IN ORDER
TO GROW**



Are you a GOOD Leader?

WHAT ARE THE QUALITIES AND CHARACTER
SKILLS OF A GOOD LEADER?

Character of a Good Leader

- ❑ Integrity
- ❑ Ability to Delegate
- ❑ Communication
- ❑ Self Awareness
- ❑ Gratitude
- ❑ Learning Ability
- ❑ Influence
- ❑ Empathy
- ❑ Courage
- ❑ Respect
- ❑ **Humility**

The 5 MOST IMPORTANT QUALITIES of a Leader

- ❑ Self-aware and prioritize personal development (begins with me)
- ❑ Focus on developing others.
- ❑ Encourage strategic thinking, innovation, and action around you.
- ❑ Ethical and civic - minded
- ❑ Practice effective cross-cultural communication

The 4 Principles of value based leadership

- ⊠ **Self – Reflection (begins with me)**
- ⊠ **A balanced perspective (not polarized or political)**
- ⊠ **True/ authentic self confidence**
- ⊠ **Genuine Humility**

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NOW IT'S TIME TO LEAD!!!!!!