

The JOHN MAXWELL **Team**

THE MAXWELL PHILOSOPHY

“Leaders attract people like themselves.”

LAW #10 – The Law of CONNECTION.

The Heart comes first; you must connect on an emotional level.

Learning the Law of Connection:

Connect with yourself

Kevin Hall, author of “Aspire” - Four Belief Statements

1. I am worthy
2. I am capable
3. I am deserving
4. I trust myself

Living the Law of Connection:

1. We have to touch a heart before we ask for a hand.
2. The first heart we have to touch is our own.
3. We cannot lead others to places we've never been to ourselves.
4. Know your giftedness (purpose - God given DNA).
 - List your greatest successes
 - List your disappointments or setbacks
 - Find commonality in each list
5. Know your enthusiasm (passion)
 - What are the things you do or would do regardless of pay?

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- What makes you laugh, sing and cry?
6. Live through your giftedness and enthusiasm (Plan - the executed combination of purpose and passion).
 7. True Success is living our purpose, with passion through a plan !

Leading others to the Law of Connection:

1. Communicate with openness and sincerity.
 - Choose candor and caring as tools to keep you balanced.
Authenticity is a trait people are looking for.
2. Know your audience.
3. Live your message.
4. Go to where they are.
5. Focus on them, not you.
6. Believe in them.
7. Offer direction and hope.

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When we offer sincere and genuine hope we touch hearts and when we touch hearts we truly connect.

1. *I like my people but I just don't feel like we are on the same page.*
2. *I have a few people that are as competent as the rest, but we are always butting heads.*
3. *Every time I talk to _____ I get the glazed-over look from them.*