

# The JOHN MAXWELL **Team**

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## THE MAXWELL PHILOSOPHY

*“It is the leader’s job to build the people who are going to build the organization.”*

**LAW #20 – The Law of EXPLOSIVE GROWTH.**

### **Learning the Law of Explosive Growth:**

To add growth, lead followers. To multiply growth, lead leaders.

### **Living the Law of Explosive Growth:**

Often, if not always, organizations lag behind. This causes a tension between where the group is and where we want them to be. The answer can be found in the Law of Explosive Growth.

1. If you develop yourself you can experience personal successes.
2. If you develop a team your organization can experience growth.
3. If you develop leaders your organization can experience explosive growth.
4. Being a leader is one thing, becoming a leader who develops leaders is a different mindset.

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5. Leaders who attract followers need to be needed.
6. Leaders who develop leaders want to be succeeded.
7. Leaders who attract followers attract the bottom 20 percent.
8. Leaders who develop leaders develop the top 20 percent.
9. Leaders who attract followers focus on weaknesses.
10. Leaders who develop leaders focus on strengths.
11. Leaders who attract followers treat everyone the same.
12. Leaders who develop leaders treat individual's differently.
13. Leaders who attract followers spend time with others.
14. Leaders who develop leaders invest with the right people.
15. Leaders who attract followers grow by addition.
16. Leaders who develop leaders grow by multiplication.
17. Leaders who attract followers impact only the people they touch.
18. Leaders who develop leaders impact people beyond their reach.

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## Leading others to the Law of Explosive Growth:

Why doesn't everyone develop leaders?

1. Leaders are hard to find .
2. Leaders are hard to gather .
3. Leaders are hard to keep .

## Teaching Statements for the Law of Explosive Growth:

- *The more we grow our organization the heavier my load becomes*
- *I don't spend a lot of time with my key people*
- *I have several good people on my team; I'm just not sure they can lead others.*