

The JOHN MAXWELL **Team**

THE MAXWELL PHILOSOPHY

“Building trust requires competence, connection and character.”

LAW #6 – The Law of SOLID GROUND .

Learning the Law of Solid Ground:

Trust is the foundation of Leadership

Trust is like change in a leader’s pocket. Each time you make good decisions, you earn more change. Each time you make poor decisions you pay out some of your change to people.

Living the Law of Solid Ground:

We build trust by consistently exemplifying competence, connection and character.

Character makes trust possible and trust makes leadership possible.

That is the Law of Solid Ground.

Character communicates the following:

Consistency – followers need to know what they can count on. Billy Graham is a great example of this.

Potential – You can never go beyond the limit of your character for very long.

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Respect – This is putting what’s best for the organization ahead of personal gain and admitting when you’ve made a mistake.

Earn trust with your client

Listen for the following:

- *My team seems to hold back*
- *I have a difficult time rallying the troops.*

Leading others to the Law of Solid Ground:

Ask your client these three questions:

1. In your current position, what are some of the most important things you do that build trust with others? What might happen if you stopped doing them? What could be the costs?
2. John mentions that leaders can earn relational change or have it taken away. When you make mistakes, how do you restore confidence in yourself? If someone in leadership above you makes a mistake or breaks your trust, what might help restore your trust?
3. What can you do to keep track of the trust you are building in your relationships?