

The JOHN MAXWELL Team

THE MAXWELL PHILOSOPHY

“People naturally follow people stronger than themselves. Even natural leaders tend to fall in behind those who they sense have a higher “leadership quotient” than themselves.”

LAW #7 – The Law of RESPECT.

Learning the Law of Respect:

People naturally follow leaders stronger than themselves.

Living the Law of Respect:

Six Qualities that Help a Leader Gain Respect:

1. Natural Leadership Ability

One of the greatest pitfalls for natural leaders is relying on talent alone.

2. Respect for Others

True leadership is voluntary.

- a. When people respect you as a person, they admire you.
- b. When people respect you as a friend, they love you.
- c. When people respect you as a leader, they follow you.

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3. Courage

This demands being willing to stand alone.

Do what's right.

Risk failure, danger and criticism.

4. Success

Success is an attractor.

People are drawn to accomplishments.

Advice is cheap, results are priceless.

5. Loyalty

This is a dying attribute – most of us want instant gratification.

Loyalty requires steadfastness.

6. Value added to others

This perhaps is the greatest source of respect.

Leading others to the Law of Respect:

Measure your level of respect

1. Look at the people you attract. Who chooses to follow you?
2. How do people respond when you ask for **commitment** or change?

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Write a Purpose Statement.

Practice a habit or goal that will help you improve the Six Qualities that will help a leader gain respect.

Things to listen for so you can lead others to the Law of Respect:

- *My people are slow to change*
- *I can't get people to volunteer*