

THE 21 IRREFUTABLE LAWS OF LEADERSHIP



The Maxwell Philosophy

“When real leaders speak, people automatically listen.”

LAW #5 – The Law of **ADDITION**

Learning the Law of Addition:

Leaders **add value** by serving others.

The bottom line in leadership isn't how far we advance ourselves but how far we advance **others** .

The interaction between every leader and follower is a relationship, and all relationships either add to or subtract from a person's life. If you are a leader, trust me you are having either a positive or a negative impact on the people you lead.

There is one critical question:

Are you making things better for the people who follow you?

Living the Law of Addition:

1. If you can't give some **evidence** of making things better for your people, then you are probably subtractor.
2. 90% of all people who subtract do so unintentionally.
3. When a leader subtracts and doesn't change his ways, he goes from subtracting to **division** .
4. In contrast 90% of all people who add value do so intentionally. Why? Because human beings are naturally selfish. I'm selfish, adding value requires me to be out of my **comfort zone** .
5. Add enough value to enough people and your effort **multiplies** .

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Leading others to the Law of Addition:

Benefits of adding value, serving others:

1. It benefits those being served
2. Serving is fulfilling
3. It allows us to lead with the right **motives** .
4. Serving develops a leadership **culture** and a leadership **team** .

You don't need a title to serve.

1. Add value by valuing others.
2. We add value when we make **ourselves** more valuable.
3. We add value to others when we **know** and **relate** to what others value.
4. We add value to others when we do the things God values.

*The more influence I have, the greater my impact on others —
for better or worse. I want to add value not take it away.*

Ask yourself the following questions:

1. How and when are you a servant leader?
2. When do you get impatient and or resentful?
3. Are there tasks beneath your dignity/position?
4. Make it a practice to perform small acts of service without seeking credit?
5. What do the people closest to you value?