

THE LAW OF PROCESS

Leadership Develops Daily, Not in a Day

Becoming a leader is a lot like investing successfully in the stock market. If you hope to make a fortune in a day, you're not going to be successful. There are no successful 'day traders' in leadership development. What matters most is what you do day by day over the long haul.

Although it's true that some people are born with greater natural gifts than others, the ability to lead is really a collection of skills, nearly all of which can be learned and improved. But that process doesn't happen overnight. Leadership is complicated. It has many facets: respect, experience, emotional strength, people skills, discipline, vision, momentum, timing – the list goes on.

It is the capacity to develop and improve their skills that distinguishes leaders from their followers. Successful leaders are learners. And the learning process is ongoing, a result of self-discipline and perseverance. The goal each day must be to get a little better, to build on the previous day's progress.

THE PHASES OF LEADERSHIP GROWTH

Phase 1: I Don't Know What I Don't Know – Many people fail to recognize the value of leadership. Some don't recognize its importance. Others believe leadership is only for a few – for the people at the top. They have no idea of the opportunities they're passing up when they don't learn to lead.

Phase 2: I Know What I Need To Know – At some point in life, many people find themselves placed in a leadership position only to look around and discover that no one is following them. When that happens, we realize that we need to *learn* how to lead.

Phase 3: I Know What I Don't Know – I struggled for a while in that first leadership position. To be honest, I relied on my extremely high energy and whatever charisma I possessed. But there came a moment when I realized that leadership was going to be the key to my professional career.

Phase 4: I Know And Grow, And It Starts To Show – When you recognize your lack of skill and begin the daily discipline of personal growth, exciting things start to happen. You can be a great leader, but it won't happen in a day. Start paying the price now. Start developing your leadership today, and someday you will experience the effects of the Law of Process.

Phase 5: I Simply Go Because Of What I Know – When you're in phase four, you can be pretty effective as a leader, but you have to think about it every move you make. However, when you reach phase five, your ability to lead becomes almost automatic. You develop great instincts.

Leadership is developed daily, not in a day. That is the reality dictated by the Law of Process. "The secret of success in life is for a man to be ready for his time when it comes." What a person does on a disciplined, consistent basis gets him ready, no matter what the goal. To become an excellent leader, you need to work on it every day.

Champions don't become champions in the ring – they are merely recognized there.