

THE 21 IRREFUTABLE LAWS OF LEADERSHIP



The Maxwell Philosophy

“Leaders attract people like themselves.”

LAW #10 – The Law of **CONNECTION**

The Heart comes first; you must connect on an emotional level.

Learning the Law of Connection:

Connect _____ with yourself

Kevin Hall, author of “Aspire” - Four Belief Statements

1. I am **worthy** _____ .
2. I am **capable** _____ .
3. I am **deserving** _____ .
4. I **trust myself** _____ .

Living the Law of Connection:

1. We have to touch a heart before we ask **for a hand** _____ .
2. The first heart we have to touch is **our own** _____ .
3. We cannot lead others to places **we’ve never been to ourselves** _____ .
4. Know your giftedness (purpose - God given DNA).
 - List your greatest successes
 - List your disappointments or setbacks
 - Find commonality in each list

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5. Know your enthusiasm (_____ **passion** _____)
 - What are the things you do or would do regardless of pay?
 - What makes you laugh, sing and cry?
6. Live through your giftedness and enthusiasm (_____ **plan** _____ – the executed combination of purpose and passion).
7. True Success is living our _____ **purpose** _____ , with _____ **passion** _____ through a _____ **plan** _____ !

Leading others to the Law of Connection:

1. _____ **Communicate** _____ with openness and sincerity.
 - Choose candor and caring as tools to keep you balanced. Authenticity is a trait people are looking for.
2. Know your _____ **audience** _____ .
3. _____ **Live** _____ your message.
4. Go to where they _____ **are** _____ .
5. _____ **Focus** _____ on them, not you.
6. _____ **Believe** _____ in them.
7. Offer _____ **direction** _____ and _____ **hope** _____ .

When we offer sincere and genuine hope we touch hearts and when we touch hearts we truly connect.

1. *I like my people but I just don't feel like we are on the same page.*
2. *I have a few people that are as competent as the rest, but we are always butting heads.*
3. *Every time I talk to _____ I get the glazed-over look from them.*