

# THE 21 IRREFUTABLE LAWS OF LEADERSHIP



## The Maxwell Philosophy

*“The leader finds greatness in the group, and helps the members find it in themselves.”*

### LAW #11 – The Law of the INNER CIRCLE

A leader’s potential is determined by those closest to them.

#### Learning the Law of Inner Circle:

No one ever does anything great alone !

Be strategic in creating your inner circle.

Create your inner circle with the following guidelines:

1. Do they have high influence with others?
2. Do they bring a complimentary gift to the table?
3. Do they hold a strategic position in your organization?
4. Do they add value to you and to the organization?
5. Do they positively impact other inner circle members?

#### Living the Law of the Inner Circle:

Always recruit with these traits in mind:

1. Competence .
2. Character .
3. Chemistry .

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Never stop improving your inner circle.

Everyone around you needs to be on a journey of growth.

*If you have an inner circle member who is not improving for the sake of you, your inner circle, and your entire team; make a change.*

Be prepared to be an inner circle member for someone else.

## Leading others to the Law of the Inner Circle:

Prepare a lesson outline on:

1. Being prepared to be an inner circle member for a great leader, so that once asked you are ready.
2. Outline why this is good for you and how you will follow the five guidelines.
3. Grade yourself on the clarity and content of your lesson.

Listen for the following questions:

1. I have a good team but there isn't any true sense of ownership.
2. Why is it that I'm the only one coming up with new ideas?
3. I feel like all of the weight of this thing is on me!

Teach the Law of the Inner Circle with this lesson and the following:

1. Make a list of your inner circle or circles.
2. What are you doing to develop them?
3. What are you doing to either be prepared to be in someone else's inner circle or to be a better member if you already are?