

# THE 21 IRREFUTABLE LAWS OF LEADERSHIP



## The Maxwell Philosophy

*“A leader is the one who climbs the tallest tree, surveys the entire situation, and yells ‘Wrong Jungle!’”*

### LAW #17 – The Law of **PRIORITIES**

#### Learning the Law of Priorities:

**Leaders understand that activity is not necessarily accomplishment**

This law determines our effectiveness.

#### Living the Law of Priorities:

This law is the lever that instead of focusing on getting **more** done, a great leader gets the **RIGHT things** done!

*Today I will get the RIGHT things done!*

#### Leading others to the Law of Priorities:

- i. What's **required** ?
- ii. What must I do that nobody can or should for me?
1. What gives me the greatest **return** ?
- iii. What am I doing that can be done at least 80% as well as someone else?
2. Just because I can doesn't mean I should.
- iv. What can I do that can be doubled or triple purposed?

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This is a leverage question.

3. What brings the greatest **reward** \_\_\_\_\_?
4. As the leader, it is a terrific **advantage** \_\_\_\_\_ to be in a place to  
**choose what to do** \_\_\_\_\_.

*There are many things that catch my eye but only  
a few things that catch my heart.*