

THE 21 IRREFUTABLE LAWS OF LEADERSHIP



The Maxwell Philosophy

*“People naturally follow people stronger than themselves.
Even natural leaders tend to fall in behind those who they sense have
a higher “leadership quotient” than themselves.”*

LAW #7 – The Law of RESPECT

Learning the Law of Respect:

People naturally follow leaders stronger than themselves.

Living the Law of Respect:

Six Qualities that Help a Leader Gain Respect:

1. Natural Leadership Ability

One of the greatest pitfalls for natural leaders is relying on talent alone.

2. Respect for Others

True leadership is voluntary .

- a. When people respect you as a person, they admire you.
- b. When people respect you as a friend, they love you.
- c. When people respect you as a leader, they follow you.

3. Courage

This demands being willing to stand alone .

Do what's right .

Risk failure, danger and criticism.

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4. Success

Success is an attractor.

People are drawn to accomplishments.

Advice is cheap, results are priceless.

5. Loyalty

This is a dying attribute – most of us want instant gratification.

Loyalty requires steadfastness.

6. Value added to others

This perhaps is the greatest source of respect.

Leading others to the Law of Respect:

Measure your level of respect

1. Look at the people you attract. Who chooses to follow you?
2. How do people respond when you ask for **commitment** or change?

Write a Purpose Statement:

Practice a habit or goal that will help you improve the Six Qualities that will help a leader gain respect.

Things to listen for so you can lead others to the Law of Respect:

- *My people are slow to change*
- *I can't get people to volunteer?*