Raise Your Leadership Lid

Stuart Hill
Email: stuartchilljr@stuarthillcpa.com
Phone: (817) 964-2875
www.StuartHillCPA.com
Today's presentation is based on Dr. John C. Maxwell Leadership Philosophy

- Best selling author who has written 60 books and sold 20 million copies world wide
- Founder of EQUIP and John Maxwell Team
- Trained 5 Million leaders world wide
- Best Selling book 21 Irrefutable Laws of Leadership
Raise Your Leadership Lid

What is Leadership

- Leadership start with Leadership of self, then others, then leadership of leaders and businesses
- The highest level is enterprise level or statesman level leadership. This is called the Pinnacle by John Maxwell as identified in John Maxwell's book “5 Levels of Leadership”
- Leadership is the facilitation of the process to crystallize potential into desired results through the systematic organization of talent.
- Some would say you have to be talented to lead, not true.
Raise Your Leadership Lid

- From John Maxwell’s Book “Talent is never Enough”
  - More than 50% of all CEOs of Fortune 500 companies had C or C- averages in college
  - 65% of all US senators came from the bottom half of their school classes
  - 75% of US presidents were in the lower half of their school class
  - More than 50% of millionaire entrepreneurs never finished college
- Peter Drucker said ‘there seems to be little correlation between a man’s effectiveness and his intelligence, imagination or his knowledge’
- Leadership makes the difference .. everything rises and falls with leadership.
21 Irrefutable Laws of Leadership

- Law 1 – Law of the Lid
  Leadership ability is the lid that determines a person’s level of effectiveness

- Law 2 – Law of Influence
  Leadership is influence, nothing more, nothing less

- Law 3 – Law of Process
  Leadership develops daily, not is a day
Law of the Lid

Leadership ability is the lid that determines a person’s level of effectiveness.

The lower an individual’s ability to lead, the lower the lid on his potential.

The higher an individual’s ability to lead, the higher the lid on his potential.

It’s important we don’t mix up leadership lid with limited potential, our leadership lid limits our effectiveness.

Abraham Maslow said “Your potential is unlimited” and “the story of the human race is story of men and women selling themselves short.”
Raise Your Leadership Lid

Law of the Lid

• Effective competent or productive person without leadership or influence

• Person with the same skills with the added ability to influence others
  • The increase in effectiveness is 600%
Raise Your Leadership Lid

- Every interaction we have with another human being is an attempt to influence them.
- You can’t lead any more people than your ability to influence.
- Good news your ability to influence people is determined by your ability to add value to people.
- To intentional add value to people.
  - Know your strengths, work in your strength zone
  - Apply the Pareto principle 80-20 rule
  - Begin asking how can I help, what can I do for you
  - Listen and learn for ways to help others
  - Take time reflect on what you experienced to gain insight
- Understand leadership is a learnable skill
Raise Your Leadership Lid

• Leadership is a learnable skill
  – Recognize the importance of leadership
  – Deliberately plan to develop your leadership skills
  – Alan Lakein says” Those who fail to plan, plan to fail”
  – Get out of the comfort zone and get in the growth zone
  – Start now where you are expand your awareness and willingness to grow, opt in now
Raise Your Leadership Lid

• Law of the Lid language
  – I’m stuck, maxed out, stressed
  – No matter what I do, It’s not enough
  – There aren’t enough hours in the day
  – I have taken this as fall as I can go
Raise Your Leadership Lid

- Law 2- Law of Influence - Leadership is influence, nothing more, nothing less
- Leadership is not title or position, it’s influence
- Zig Ziglar said “You can have what you want, if you help enough other people get what they want”
- To influence people
  - Starts with listening to people
  - Change your focus to “How can I help you or What can I do for you
Raise Your Leadership Lid

- 5 Myths of Influence
  - The management myth – leading and managing are the same
  - Entrepreneur myth – people assume entrepreneurs are leaders
  - Knowledge myth – knowledge is power
  - Pioneer myth - anyone who is out in front is a leader
  - Position myth – leadership is based on having a position

To be a leader .. you have to have followers .. and in today’s world .. people aren’t going to follow you .. unless they want to.
Raise Your Leadership Lid

- Followers of leaders will look to:
  - Character – followers will ask who are they
  - Relationships – followers will ask who do they know
  - Knowledge – followers will ask what do they know
  - Intuition – followers will ask what do they feel
  - Experience – followers will ask where have they been
  - Past Success – followers will ask what have they done
  - Ability – followers will ask what can they do
Raise Your Leadership Lid

- Lack of Influence language
  - I’ve tried to make changes but I just don’t seem to have a voice
  - I keep saying the same things over and over but nobody’s listening
  - Give me a title, or position then I can lead

- Before people follow a leader, they will ask three questions.
  - Do you care for me
  - Can you help me
  - Can I trust you
Raise Your Leadership Lid

- Law 3- Law of Process – Leadership develops daily, not in a day
  - Leadership is a learnable skill, but like all complex skills it takes time
  - It takes time, commitment and investment
  - It takes a plan

We can’t wait to develop our leadership skills, we need to start now, we need to be prepared for opportunities when they come.
Raise Your Leadership Lid

21 Irrefutable Laws of Leadership

- **Law 1 – Law of the Lid**
  Leadership ability is the lid that determines a person’s level of effectiveness

- **Law 2 – Law of Influence**
  Leadership is influence, nothing more, nothing less

- **Law 3 – Law of Process**
  Leadership develops daily, not is a day

Everything rises and fall with leadership
Raise Your Leadership Lid

Thank You

If you wish to join me in a mastermind group to review all 21 Laws please contact me

There is no charge

Only requirement is bring great attitude, willingness to learn and share

I also offer training, speaking and coaching for those who wish to take a faster track for a fee