**The Law of the Lid**

*Leadership ability is the lid that determines a person’s level of effectiveness.* Your leadership is like a lid or a ceiling on your organization. Your followers will not rise beyond the level your leadership allows. That’s why when a corporation or team needs to be fixed, they fire the leader.

**The Law of Influence**

*The true measure of leadership is influence – nothing more, nothing less.* Influence cannot be mandated, only earned. Being a leader is not about being first, or being an entrepreneur, or being the most knowledgeable, or being a manager. (“It’s not the position that makes a leader, but the leader who makes a position.”) The very essence of all power to influence lies in getting the other person to participate. “He who thinks he leads, but has no followers, is only taking a walk.”

**The Law of Process (Learning)**

*Leaders develop daily, not in a day.* Becoming a person of influence is a lot like investing in the stock market. If you hope to make a fortune overnight, then you’re going to be disappointed. People skills, emotional strength, vision, momentum, and timing are all areas that can and should be learned. Leaders are always learners.

**The Law of Navigation**

*Anyone can steer the ship, but it takes a leader to chart the course.* Vision is defined as the ability to see the whole trip before leaving the dock. A leader will also see obstacles before others do. A leader sees more, sees farther, and sees before others. A navigator (leader) listens – he finds out about grassroots level reactions. Navigators balance optimism with realism. Preparation is the key to good navigation. “It’s not the size of the project; it’s the size of the leader that counts.”

**The Law of E.F. Hutton**

*When the real leader speaks, people listen.* Hutton was America’s most influential stock market analyst. When he spoke, everyone listened. When real leaders speak, people automatically listen. Conversely, in any group or church, you can identify the real leaders by looking for those who people listen to. According to Margaret Thatcher, “being in power is like being a lady – if you have to tell people you are, you aren’t.” (p45) Factors involved in being accepted as a new real leader include character, building key relationships, information, intuition, experience, past success, and ability.

**The Law of Solid Ground**

*Trust is the foundation of leadership.* When it comes to leadership, there are no shortcuts. Building trust requires competence, connection and character.

**The Law of Respect**

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

**The Law of Intuition**

*Leaders evaluate everything with a leadership bias.* Leaders see trends, resources and problems, and can read people.

**The Law of Magnetism**

*Who you are is who you attract.* Who you are is who you attract. Handy hint: “Staff” your weaknesses. If you only attract followers, your organization will be weak. Work to attract leaders rather than followers if you want to build a truly strong organization.

**The Law of Connection**

*Leaders touch a heart before they ask for a hand.* Communicate on the level of emotion first to make a personal connection.

**The Law of the Inner Circle**

*A leader’s potential is determined by those closest to him.* “The leader finds greatness in the group, and helps the members find it in themselves.”

**The Law of Empowerment**

*Only secure leaders give power to others.* Mark Twain said, “Great things can happen when you don’t care who gets the credit.” Another point to ponder… “Great leaders gain authority by giving it away.”

**The Law of Reproduction**

*It takes a leader to “raise up” a leader.* Followers can’t do it, and neither can institutional programs “It takes one to know one, to show one, to grow one.” The potential of an organization depends on the growth of its leadership.

**The Law of Buy-In**

*People buy in to the leader first, then the vision.* If they don’t like the leader but like the vision, they get a new leader. If they don’t like the leader or the vision, they get a new leader. If they don’t like the vision but like the leader, they get a new vision.

**The Law of Victory**

*Leaders find a way for the team to win.* “You can’t win WITHOUT good athletes, but you CAN lose with them.” p162). Unity of vision and diversity of skills plus leadership are needed for a win.

**The Law of the Big Mo (Momentum)**

*Momentum is a leader’s best friend.* “You can’t steer a ship that isn’t moving forward.” It takes a leader to create forward motion.

**The Law of Priorities**

*Activity is not necessarily accomplishment.* Good leaders recognize that eighty-percent of their productivity comes from twenty percent of their work, so they prioritize their efforts for maximum results. Ask what’s ***Required*** (1); what gives the greatest ***Return*** (2); what brings the greatest ***Reward*** (3).

**The Law of Sacrifice**

*A leader must give up to go up.* Successful leaders must maintain an attitude of sacrifice to turn around an organization. One sacrifice seldom brings success. As he worked to turn around the Chrysler Corporation, Lee Iacocca slashed his own salary to $1 per year. “When you become a leader, you lose the right to think about yourself.”

**The Law of Timing**

*When to lead is as important as what to do and where to go.* Only the right action at the right time will bring success.

**The Law of Explosive Growth**

*To add growth, lead followers; to multiply growth, lead leaders.* “It is my job to build the people who are going to build the company.”

**The Law of Legacy**

*A leader’s lasting value is measured by succession.* “Leadership is the one thing you can’t delegate. You either exercise it – or abdicate it.” Leaders they craft a leadership culture in which influential leaders are spread throughout the ranks of the organization. Legacy-minded leaders refuse to see themselves as permanent fixtures in the organization. As such, they intentionally seek to be replaceable—training others to carry the torch after they depart.