

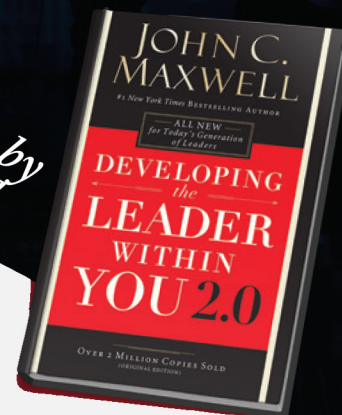
DEVELOPING *the* LEADER WITHIN YOU 2.0 AN IN-DEPTH STUDY

Presented By



SHOW ME
LEADERS

*Based on the book by
John C. Maxwell*



Developing The Leader Within You 2.0

Mastermind based on the book by John C. Maxwell

THE DEFINITION OF LEADERSHIP: INFLUENCE

The 4 Myths of Influence and the 5 Levels of Leadership

The world becomes a better place when people become better leaders

Why many people don't develop as a leader:

- 1) I'm not a _____, so I can't _____.
- 2) A _____ and _____ will automatically make me _____.
- 3) Work _____ will automatically make me _____.
- 4) I'm waiting until I get _____ to start _____.

Which of the above reasons to not develop leaders has been your default?

How will you develop the leader within you?

Influence is the beginning of true leadership.

As you evaluate your life, where can you increase your influence to enhance your leadership?

Insights about influence:

- 1) _____ influences _____.
- 2) We don't always know _____ or _____ we influence.
- 3) The best investment in _____ is to develop your influence _____.

Where are you leading someone now that you could expand your influence?

Developing The Leader Within You 2.0

Mastermind based on the book by John C. Maxwell

THE DEFINITION OF LEADERSHIP: INFLUENCE

The 4 Myths of Influence and the 5 Levels of Leadership

The Five Levels of Leadership

Level 1: _____

Positional Leaders Look for Security Based on Title More Than Talent.

Positional Leaders Rely on Their Leader's Influence Instead of Their Own.

Positional Leaders Can't Get People to Follow Them Beyond Their Defined Authority.

How did a positional leader you worked for hinder your growth?

Level 2: _____

If you've been given a leadership position, then you've been given your boss's permission to lead. If you've earned influence on Level 2, then you have acquired your people's permission to lead.

How do you gain permission to lead others?

Level 3: _____

Be aware that most people naturally gravitate to either the Permission or the Production level of leadership, based on whether they tend to be relationship people or results people.

Are you more driven by results or by people?

Developing The Leader Within You 2.0

Mastermind based on the book by John C. Maxwell

THE DEFINITION OF LEADERSHIP: INFLUENCE

The 4 Myths of Influence and the 5 Levels of Leadership

The Five Levels of Leadership

Level 4: _____

Leaders become great not because of their power, but because of their ability to empower others.

Key Questions to Ask Yourself at Level 4

Am I _____ about my personal growth?

Does my _____ have _____?

Are people _____ to me because of my growth?

Am I _____ in the areas where I want to develop others?

Have I _____ over the spent time / invest time line?

Do I have a _____ way of life?

Am I willing to be a _____ role model and coach?

Do the people I develop _____?

Level 5: _____

Who has invested the most in your success and development outside of your family? What is your relationship with them when it comes to following them?

Developing The Leader Within You 2.0

Mastermind based on the book by John C. Maxwell

THE DEFINITION OF LEADERSHIP: INFLUENCE

The 4 Myths of Influence and the 5 Levels of Leadership

Application: Developing the Influencer Within You

Who are the 5 people you influence the most in your personal life? Your professional life?
What do you think is the reason you have influence with them?

Determine at what level you are on with each.

Business	Level	Personal	Level

What can you do to earn more influence?

Level 1: Position - Influence based on rights

- 1) Know your role or job description thoroughly.
- 2) Do your job with consistent excellence.
- 3) Do more than expected.
- 4) Accept responsibility for yourself and your leadership.
- 5) Learn from every leadership opportunity.
- 6) Be aware of th history that impacts personal dynamics.
- 7) Don't rely on your position or title to help you lead.

Developing The Leader Within You 2.0

Mastermind based on the book by John C. Maxwell

THE DEFINITION OF LEADERSHIP: INFLUENCE

The 4 Myths of Influence and the 5 Levels of Leadership

What can you do to earn more influence?

Level 2: Permission - Influence based on relationships

- 1) Value the other person.
- 2) Learn to see through the other person's eyes by asking questions.
- 3) Care more about the person than the rules.
- 4) Include the other person in our journey by shifting your focus from me to we.
- 5) Make the other person's success your goal.
- 6) Practice servant leadership.

Level 3: Production - Influence based on results

- 1) Initiate and accept responsibility for your own personal growth.
- 2) Develop accountability for results, beginning with yourself.
- 3) Lead by example and produce results.
- 4) Help the other person find and give his/her best contribution.

Level 4: People Development - Influence based on reproduction

- 1) Embrace the idea that people are your most valuable asset.
- 2) Be open and honest about your growth journey.
- 3) Expose the other person to growth and leadership opportunities.
- 4) Place the person in the best place to be successful.

Level 5: Pinnacle - Influence based on respect

- 1) Teach and encourage those you lead to develop other high-level leaders.
- 2) Leverage your influence to advance the organization.
- 3) Use your influence outside the organization to make a difference.