

The Definition of Leadership

The more people you can influence, the more _____ you will be.

_____ **Level**

- o People follow you because they _____.
- o When you lead by position, you will receive _____.

_____ **Level**

- o People follow you because _____.
- o Three things leaders at this stage do well
 - > Listen well
 - > _____ well
 - > _____ well

_____ **Level**

- o People follow you because of what you have done for _____.
- o Three things leaders at this stage do well
 - > Lead by _____
 - > Create _____
 - > Attract _____

_____ **Level**

- o People follow you because of what you've done _____.
- o Three things leaders at this stage do well
 - > _____ well
 - > _____ well
 - > _____ well

Level

- o People follow you because of _____ and what you represent.
- o At this stage, and only at this stage, you are given _____.

Key Takeaways:

- The Ultimate Test of a Leader is the ability to create positive change in the lives of people.
- You can't turn anything around without changing it.
- People buy into the leader before they buy into the vision.