The 21 Irrefutable Laws of Leadership

1. The Law of the Lid - Leadership Ability Determines a Person’s Level of Effectiveness
2. The Law of Influence - The True Measure of Leadership Is Influence - Nothing More, Nothing Less
3. The Law of Process - Leadership Develops Daily, Not in a Day
4. The Law of Navigation - Anyone Can Steer the Ship, But It Takes a Leader to Chart the Course
5. The Law of E.F. Hutton - When the Real Leader Speaks, People Listen
6. The Law of Solid Ground - Trust is the Foundation of Leadership
7. The Law of Respect - People Naturally Follow Leaders Stronger Than Themselves
8. The Law of Intuition - Leaders Evaluate Everything with a Leadership Bias
10. The Law of Connection - Leaders Touch a Heart Before They Ask for a Hand
11. The Law of the Inner Circle - A Leader’s Potential Is Determined by Those Closest to Him
12. The Law of Empowerment - Only Secure Leaders Give Power to Others
14. The Law of Buy-In - People Buy Into the Leader, Then the Vision
15. The Law of Victory - Leaders Find a Way for the Team to Win
16. The Law of the Big Mo - Momentum Is a Leader’s Best Friend
17. The Law of Priorities - Leaders Understand That Activity Is Not Necessarily Accomplishment
18. The Law of Sacrifice - A Leader Must Give Up to Go Up
19. The Law of Timing - When to Lead Is As Important As What To Do and Where to Go
20. The Law of Explosive Growth - To Add Growth, Lead Followers - To Multiply Leaders, Lead Leaders

A leader is one who knows the way, goes the way and shows the way.

~ John C. Maxwell

: For questions, email gabrielle@gabrielleconsulting.com.
PLAN AHEAD

- Predetermine a Course of Action.
- Lay Out Your Goals.
- Adjust Your Priorities.
- Notify Key Personnel.
- Allow Time for Acceptance.
- Head Into Action.
- Expect Problems.
- Always Point to the Successes.
- Daily Review Your Plan.

<table>
<thead>
<tr>
<th>People Who Develop Followers</th>
<th>Leaders Who Develop Leaders</th>
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<tbody>
<tr>
<td>Need to be needed</td>
<td>Want to be succeeded</td>
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<tr>
<td>Focus on weaknesses</td>
<td>Focus on strengths</td>
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<tr>
<td>Develop the bottom 20 percent</td>
<td>Develop the top 20 percent</td>
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<td>Treat their people the same for “fairness”</td>
<td>Treat their leaders as individuals for impact</td>
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<tr>
<td>Hoard power</td>
<td>Give power away</td>
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<td>Spend time with others</td>
<td>Invest time in others</td>
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<tr>
<td>Grow by addition</td>
<td>Grow by multiplication</td>
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<tr>
<td>Impact only people they touch personally</td>
<td>Impact people far beyond their own reach</td>
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**Leadership Quotes**

*Management is doing things right; leadership is doing the right things.*

~ Peter F. Drucker

*Don’t tell people how to do things, tell them what to do and let them surprise you with their results.*

~ George S. Patton

*Leadership is the art of getting someone else to do something you want done because he wants to do it.*

~ Dwight Eisenhower

*A leader is a dealer in hope.*

~ Napoleon Bonaparte

*If your actions inspire others to dream more, learn more, do more and become more, you are a leader.*

~ John Quincy Adams

*Leadership and learning are indispensable to each other.*

~ John F. Kennedy

*You manage things; you lead people.*

~ Grace Murray Hopper

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