

# 21 Irrefutable Laws of Leadership

by Helen Wild Norris

Whether you are assuming the role of “Business Manager” in your classroom or “Executive Director” at practice, your administration is relying on you to be an effective leader of your students. Productivity levels must be kept at a maximum and participant interest and dedication are paramount. With increasing academic demands and social involvement, teachers are challenged to not only keep students on task, but to teach them how to be tomorrow’s leaders by example.

It is widely acknowledged that some people are “natural born leaders” while others are uncomfortable in leadership roles. Motivational speaker John C. Maxwell offers that everyone can be a leader and that developing leadership qualities is essential to have success in your professional and personal life. In his book, “The 21 Irrefutable Laws of Leadership”, Maxwell hones in on 21 tenants the most successful leaders encompass. Some qualities you may recognize and already put into practice effectively. Others will expose weaknesses that you didn’t know you had. Each law is like a tool that is designed to help you achieve your dreams and add value to other people.

*“The very essence of all power to influence lies in getting the other person to participate.”*

*- Harry A. Overstreet*

1

## THE LAW OF THE LID Leadership Ability Determines A Person’s Level of Effectiveness

Leadership ability is always the lid on personal and organizational effectiveness. If the leadership is strong, the lid is high. But if it’s not, the organization is limited. The leaders must be willing to take full responsibility and improve upon their own shortcomings and commit to raising the lid.

2

## THE LAW OF INFLUENCE The True Measure Of Leadership Is Influence- Nothing More, Nothing Less

True leadership cannot be awarded, appointed, or assigned. It comes only from influence, and it must be earned. The only thing a title can buy is a little time - either to increase your level of influence with others or to erase it.

3

## THE LAW OF PROCESS Leadership Develops Daily, Not in a Day

Becoming a leader is a lot like investing in the stock market. If your hope is to make a fortune in a day, you’re not going to be successful. What matters most is what you do day to day over the long haul.



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#### THE LAW OF NAVIGATION

Anyone Can Steer the Ship, But It Takes a Leader to Chart the Course

The only way to chart a good course is to 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.

5

#### THE LAW OF E.F. HUTTON

When the Real Leader Speaks, People Listen

You're a leader only if you have followers, and that requires the development of relationships; the deeper the relationship, the stronger the potential for leadership.

6

#### THE LAW OF SOLID GROUND

Trust Is the Foundation of Leadership

Your people know when you make mistakes. The real question is whether you are going to admit them. If you do, you can often quickly regain their trust. Character makes trust possible and trust makes leadership possible.

7

#### THE LAW OF RESPECT

People Naturally Follow Leaders Stronger Than Themselves

People don't follow others by accident. They follow individuals whose leadership they respect.

*“Leadership is a potent combination of strategy and character. But if you must be without one, be without strategy”*

*-General Norman Schwarzkopf*

8

#### THE LAW OF INTUITION

Leaders Evaluate Everything with a Leadership Bias

Leaders are readers of their situation, people, trends, their resources, and themselves. The principles of leadership are constant, but the application changes with ever leader and every situation. The ability to be a great leader is informed intuition.

9

#### THE LAW OF MAGNETISM

Who You Are Is Who You Attract

Effective leaders are always on the lookout for good people. Who you get is not determined by who you want but who you are. In most situations, you draw people to you who possess the same qualities you do.

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#### THE LAW OF CONNECTION

Leaders Touch a Heart Before They Ask for a Hand

All great communicators recognize this truth and act on it almost instinctively. You can't move people to action unless you first move them with emotion. The heart comes before the head.



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**THE LAW OF THE INNER CIRCLE**  
A Leader's Potential Is Determined by  
Those Closest to Him

Under the best circumstances, the leader should try to raise up people for his inner circle from within his organization. You should try to bring five types of people into your inner circle:

- 1.) Potential Value- Those Who Raise Up Themselves
- 2.) Positive Value- Those Who Raise Morale In The Organization
- 3.) Personal Value- Those Who Raise Up The Leader
- 4.) Productive Value- Those Who Raise Up Others
- 5.) Proven Value- Those Who Raise Up People Who Raise Up Other People.

**12**

**THE LAW OF EMPOWERMENT**  
Only Secure Leaders Give Power To Others

The best leader is the one who has sense enough to pick good people to do what he wants done, and the self-restraint enough to keep from meddling with them while they do it.

**13**

**THE LAW OF REPRODUCTION**  
It Takes a Leader to Raise Up a Leader

Create an "eagle" environment that not only attracts other eagles, but teaches them how to fly. An eagle environment is one where the leader casts a vision, offers incentives, encourages creativity, allows risks, and provides accountability. Do this long enough and the leaders you develop will develop other leaders.

**14**

**THE LAW OF BUY-IN**  
People Buy Into the Leaders, Then the Vision

People don't at first follow worthy causes. They follow worthy leaders who promote worthwhile causes. People buy in to the leader first, then the leader's vision.

*"To lead yourself, use  
your head; to lead others,  
use your heart"*

**15**

**THE LAW OF VICTORY**  
Leaders Find a Way for the Team to Win

Victorious leaders feel the alternative to winning is totally unacceptable, so they figure out what must be done to achieve victory, and they go after it with everything at their disposal.

**16**

**THE LAW OF THE BIG MO**  
Momentum Is a Leader's Best Friend

All leaders face the challenge of creating change in an organization. The key is momentum. Just as every sailor knows that you can't steer a ship that isn't moving forward, strong leaders understand that to change direction, you first have to create forward progress.



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*People want to go along  
with people they get  
along with.*

**17**

**THE LAW OF PRIORITIES**  
Leaders Understand That Activity Is  
Not Necessarily Accomplishment

To be effective, leaders must order their lives according to these three questions:

- 1.) What Is Required? Anything required that's not necessary for you to do personally should be delegated or eliminated.
- 2.) What Gives The Greatest Return? As a leader, you should spend most of your time working in your areas of strength.
- 3.) What Brings The Greatest Reward? The things that bring the greatest personal reward are the fire lighters in a leader's life. Nothing energizes a person the way passion does.

**18**

**THE LAW OF SACRIFICE**  
A Leader Must Give Up to Go Up

Many people today want to climb up the corporate ladder because they believe that freedom and power are the prizes waiting at the top. They don't realize that the true nature of leadership is really sacrifice. This law demands that the greater the leader, the more he must give up.

*"A legacy is created only  
when a person puts his  
organization into the  
position to do great  
things without him"*

**19**

**THE LAW OF TIMING**  
When to Lead Is As Important As  
What to Do and Where to Go

When leaders do the right thing at the right time, success is almost inevitable. People, principles, and process converge to make an incredible impact. Reading a situation and knowing what to do are not enough to make you succeed in leadership. Only the right action at the right time will bring success.

**20**

**THE LAW OF EXPLOSIVE GROWTH**  
To Add Growth, Lead Followers-  
To Multiply, Lead Leaders

Leaders who develop followers grow their organization only one person at a time. Leaders who develop leaders multiply their growth, because for every leader they develop, they also receive all of that leader's followers.

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**THE LAW OF LEGACY**  
A Leader's Lasting Value Is Measured by Succession

When all is said and done, your ability as a leader will not be judged by what you achieved personally or even by what your team accomplished during your tenure. You will be judged by how well your people and your organization did after you were gone. Your lasting value will be measured by succession.

Everything rises and falls on leadership. The more you try to do in life, the more you will find that leadership makes the difference. Identify your strengths, work on your weaknesses, and guide your students to be successful leaders of today and tomorrow.

