

Reasons Leaders Fall Off the Cutting Edge

1. _____ .

Leaders who last keep dreaming!

As you work to carry out your dream, what difference will it make fifty or a hundred or five hundred years from now? Keep in mind the difference between a winner's and loser's mentality. Winners focus on winning big — not just how to win, but how to win big. Losers, however, don't focus on losing; they just focus on getting by! Keep asking yourself, "Survival, success, or significance?" Are we striving to simply survive, are we dreaming about success, or are we really out to make a truly significant difference?

Survival	— Focus on making it through the _____ .
Success	— Focus on making a _____ for myself.
Significance	— Focus on making a _____ for others.

"Death is not the greatest loss in life. The greatest loss is what dies inside of us when we live."

Norman Cousins (1915-1990)

"We grow by dreams. All big [individuals] are dreamers. They see things in the soft haze of a spring day, or in the red fire on a long winter's evening. Some of us let those great dreams die, but others nourish and protect them; nourish them through bad days until they bring them to the sunshine and light which comes always to those who sincerely hope that their dreams will come true."

Woodrow Wilson

How to keep your dream from a short life span

_____ to Dream
_____ the Dream
_____ the Dream
_____ the Dream
_____ the Dream

"Most men die from the neck up at age 25 because they stop dreaming."
Ben Franklin

2. _____ .

Leaders who last . . . listen!

"I remind myself every morning: Nothing I say this day will teach me anything.
So if I'm going to learn, I must do it by listening."

Larry King

Spend time with people to _____ the problems.

Spend time with God to _____ the problems.

"He who can no longer listen to his brother will soon no longer be listening to
God either."

Dietrich Bonhoeffer

3. _____ .

"A man looking at the present in light of the future, and taking his whole being into
account, may be contented with his lot: that is Christian contentment. But if a man
has come to that point where he is so content that he says, I do not want to know any
more, or do any more, or be any more, he is in a state in which he ought to be
changed into a mummy."

Henry Ward Beecher

A fellow from the Harvard Medical School identified the process leading to the wrong behavior in secular leaders. I see it at work in our Christian world as well. Specifically, the devil uses four "A's" to lead a minister into big trouble.

- The first "A" is _____ .

The minister says, "I can do it myself. I don't need anybody else's help." And then he begins to make the rules. He doesn't obey the rules — he makes them.

- The second "A" is _____ .

The pastor becomes taken up with what he's doing, very excited and energized by it, and it becomes an addiction.

- The third "A": _____ sets in.

That's the point at which depression is a risk, because he cuts himself off from other people.

- And then, finally, there's the danger of _____ .

The minister turns to sex as the only thing that will give him his kick, as a way to make up for what he has lost, because he has a profound sense of loss.

Those four "A's" are as much a risk for pastors as they are for anyone in the secular world who's striving to be successful. They are the consequences of too much stress.

The headache of changing or the heartache of *not* changing:

- _____ change is impossible.
- _____ change is impractical.
- _____ change is uncomfortable.
- _____ change has consequences.

10. _____ .

Personal sin sequestered somewhere in a leader's life is a time bomb. Private sin ticks away unobtrusively as the leader rises, then finally explodes violently, leading to public disgrace and collapse. Usually, but not always. There is a second way private sin works. Sometimes it works more like cancer than dynamite. Unexposed or unconfessed private sin will eat away at a leader's confidence until the leader finally self-destructs. The sin-hiding leader makes the 'Great Compromise' and settles in for a slow ride, collecting all the benefits along the way, but no longer 'sticking his head up' for he or she fears the bullet of exposure may be headed right between the eyes. Hiding sin somewhere in your private life will knock you off the cutting edge. A leader who lasts, repents of private sin and makes a commitment to live a holy life relying on Christ's power alone.

Results of failing to see the big picture:

- (1) We become _____ instead of _____ .
- (2) We think _____ instead of _____ .
- (3) We focus on _____ results instead of long-term.
- (4) We become _____ in well-doing.
Leaders see _____ than others see.
Leaders see _____ than others see.
Leaders see _____ than others see.

9. _____ to change.

"The essence of real leadership is to allow your people to see your need and desire for learning. Your actions speak more than your words. Today's leaders must be students of change first, before they become teachers of change to others."

Jack Kahl, Manco, Inc.

"It takes four conservatives to change a light bulb.
One to change it and three to say how wonderful the old one was."

Unknown

Sometimes, hidden inside that brainstorm is a dark cloud waiting to rain on our parade.

"If you find a good solution and become attached to it, the solution may become your next problem."

Dr. Robert Anthony

"Of the 100 largest United States companies at the beginning of the 20th century, only 16 are identifiable today. Considering more recent history, of the companies in the Fortune 500 in 1970, fully one-third had ceased to exist by the early 1980's. And during the 1980's a total of 230 companies — 46 percent — disappeared from the Fortune 500. Obviously, neither size nor reputation guarantees continued success or survival."

*Strategy & Business Journal,
3rd Quarter, 1999*

7. _____ .

"Things that matter most must never be at the mercy of things that matter least."

Johann Wolfgang Von Goethe

"The difference between leaders and managers: Managers have as their goal to do things right. Leaders have as their goal to do the right thing."

Warren Buffett, financier

Five things a leader must prioritize:

(1) _____

When we prioritize, we make a pre-decision about time.

(2) _____

(3) _____

20% of your people will give you 80% of your productivity.

(4) _____

"If you really know what you want out of life, it's amazing how opportunities will come to enable you to carry them out."

John M. Goddard

(5) _____

We will not be accountable for gifts we do not have, but we will be accountable for the gifts we do have.

The Question: "Are we willing to give up some things we like to do, to move on to those thing we must do?"

Satenig St. Marie

8. _____ **to see the big picture.**



Learning the 21 Irrefutable Laws of Leadership

— Dr. John C. Maxwell

This curriculum will give you and your people clear insight into timeless leadership principles and provide a process for continual growth in the life of your organization.

Regular Price \$99.99

Club Member Price \$89.99

To order, call 1-800-333-6506 or shop online at www.injoy.com

6. _____ .

Faith walks out when fatigue walks in.

Burnout is more of an emotional response. In burnout, things are not going right. The resources aren't there. People are not affirming you, and a state of demoralization sets in. For me, the key concept in burnout is that one word demoralization. You no longer care. Burnout occurs when you don't have adequate support — when you don't have someone with whom to talk and share your burdens.

Are you experiencing burnout? (Take the following inventory, check if your answer is yes)

- _____ (1) More and more I find that I can hardly wait for quitting time to come so I can leave work.
- _____ (2) I feel like I'm not doing any good at work these days.
- _____ (3) I'm more irritable than I used to be.
- _____ (4) I'm thinking more about changing jobs.
- _____ (5) Lately I've become more cynical and negative.
- _____ (6) I have more headaches, backaches, physical symptoms, more than usual.
- _____ (7) I often feel hopeless like, Who cares?
- _____ (8) I drink more now or take tranquilizers just to cope with every day stress.
- _____ (9) My energy level is not what it used to be.

These are questions to ask yourself, if you're going into some kind of a burnout.

'cause trouble' or 'ask bothersome questions.' These leaders gradually populate the second level of leadership with cooperative 'yes' men or women. They collect around them a band of dwarfs, imagining that in comparison they appear mighty. They don't. They look silly. 'An army of lions led by a sheep will beat an army of sheep lead by a lion every time.' Why? Because the lion who prefers to lead sheep is no lion at all, but merely a sheep with delusions of grandeur. Leaders who refuse to recruit lions have no army at all — they are merely playing lion. Great leaders recruit strong people under them — even 'lions' who oppose them at times. Recruit weak people under you and you'll be falling off the cutting edge soon. Leaders who last recruit strong people.

_____ of leaders fail to develop other effective leaders.

Why? (1) Many leaders are _____.

The Law of Respect — People naturally follow leaders stronger than themselves.

(2) Many people in leadership positions are not _____.

The Law of Magnetism — Who you are is who you attract.

(3) Many leaders do not grasp the _____ of weak people around them.

The Law of the Inner Circle — A leader's potential is determined by those closest to them.

(4) Many leaders are _____.

The Law of Empowerment — Only secure leaders give power to others.

(5) Many leaders do not realize the value of a _____ of leaders.

The Law of Explosive Growth — To add growth, lead followers.
To multiply growth, lead leaders.

(6) Many leaders live only for _____ and their _____.

The Law of Legacy — A leader's lasting value is measured by succession.

15 Steps to Failing Forward

1. Realize there is one major difference between average people and achieving people.
2. Learn a new definition of failure.
3. Remove the "U" from failure.
4. Take action and reduce your fear.
5. Change your response to failure, by accepting responsibility.
6. Don't let the failure from the outside get inside of you.
7. Say goodbye to yesterday.
8. Change yourself and the world changes.
9. Get over yourself and start giving yourself.
10. Find the benefit in every bad experience.
11. If at first you do succeed, try something harder.
12. Learn from a bad experience and make it a good experience.
13. Work on the weakness that weakens you.
14. Understand there's not much difference between failure and success.
15. Get up, get over it, and get going.



Failing Forward — Dr. John C. Maxwell

Learn how to fail forward instead of backward. The difference between average people and achieving people is their perspective of failure and how they respond to it. John Maxwell has learned the secret to making failure his friend, and will teach you to do the same.

Regular Price	\$ 20.00
Club Member Price	\$ 18.00

For more information or to order, call 1-800-333-6506 or visit our web site at www.injoy.com

5. They are a _____ leader.

One of the privileges of leaders is to select other leaders (in fact, it is more than a privilege — it is a major responsibility of leadership.) Though we have elections in churches, districts or conferences, universities, and denominations, the truth is the existing leaders often influence who becomes the next tier of leaders, and even their successors in some denominations. However, some leaders fear strong leaders near or under them. They carefully and strategically work to eliminate strong people who

Hot poker principle — The poker stays hot if it stays near the fire.

Hot poker thoughts:

- (1) Get around great _____ .
- (2) Listen to great _____ .
- (3) Visit great _____ .
- (4) Attend great _____ .
- (5) Read great _____ .
- (6) Watch great _____ .

4. _____ .

Fear is the thief of dreams.

"Twenty years from now you will be more disappointed by the things you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover."

"He who deliberates fully before taking a step will spend his entire life on one leg."
Chinese proverb

"If you always do what you've done, you'll always have what you've always had. But if you dare to do what you've never done before, God will help you to have what you've never had before. Further, if you want some things you've never had before, you must be willing to do some things you've never done before."

Bill Purvis

"Failing Forward" Thesis:

● The major difference between average people and achieving people is their perception of and response to failure.

Leadership Wired

Because Leadership is Influence

Sample Article From Leadership Wired
To Subscribe To This FREE Resource
Go to www.injoy.com

The Proper Risk Perspective by Dr. John C. Maxwell

Generally speaking, when it comes to taking risks, a lot of us have a warped perspective. Many people fear dying in a plane crash, but the odds against that are 250,000 to 1. A person is more likely to be kicked to death by a donkey than to die in a plane crash. Another common fear is being murdered. Yet, a person is 8 times more likely to die while playing a sport than to be shot by a stranger.

What is it that keeps you from moving forward? Is it the fear of failure, embarrassment, or rejection? Is it the uncertainty of the outcome that stops you?

If you have difficulty taking risks, your problem may be an improper perspective. Before you turn down your next big opportunity, ask yourself these five questions; their answers will give you the right perspective and may provide the boost you need to move forward:

1. WHO ELSE HAS DONE IT?

Drawing from the experience of others can be both a confidence builder and a great teacher. William Knudson said, "Experience is merely knowing a lot of things you shouldn't do." If another person has taken a similar risk and not succeeded, take time to learn from their mistakes. On the other hand, if another person has risked in a similar fashion and succeeded, your feelings of uncertainty about your risk will be curbed significantly.

2. HOW BAD CAN IT GET?

Lord Rothschild said, "There is no point getting into a panic about the risks of life until you have compared the risks that worry you with those that do not." Asking, "How bad can it get?" is not intended to scare you off. It is intended to help you determine your personal commitment, assess your personal ability and resources, and gain confidence knowing that the worst that can happen is not that bad after all. But if you can't handle the worst, don't take the risk.

3. HOW GOOD CAN IT GET?

Alexander Smith said, "Everything is sweetened by risk." Don't evaluate a risk in terms of the probability of success but in terms of the value of your dream. However, when answering this question, do more than just take the cream off the top of your dream. Establish a goal. A dream is simply imagining what could happen. But a goal is a dream with a deadline. Determine your goal, then weigh it against the possible outcomes of taking the risk.

4. CAN I TRY IT ON FOR SIZE?

If a trial run is possible, it can save you the heartache of failure. It can turn a stupid decision into nothing more than a popped trial balloon. If your trial is successful, you'll have momentum to help you move forward. Like David, you'll be able to bank on the knowledge of having killed a lion and a bear before you go up against your Goliath.

5. DO I BELIEVE IN MYSELF?

Bruce Barton said, "Nothing splendid has ever been achieved except by those who dared believe that something inside them was superior to circumstance." A low belief in yourself creates an invisible ceiling that stops you from attempting to progress beyond your self-imposed limitations. On the other hand, if you strongly believe in your ability to achieve success, the disbelief of skeptics won't keep you from moving forward.

Larry Osborne once quipped, "Both my theology and my life have taught me long ago that whatever can go wrong, will go wrong. It has something to do with what the Bible calls 'the Fall' and the world calls 'Murphy's Law.'" Although that may describe how you feel at times, it's not the right perspective to have regarding risk. Starting today, take the time to check your perspective before you shy away from taking a risk.

Quotes on Risk

"To be alive at all involves some risk."

- Harold Macmillan

"Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible."

- St. Francis of Assisi

"There are a lot of ways to become a failure, but never taking a chance is the most successful."

- Anonymous

"For me, walking the tightrope is living. Everything else is waiting."

- Karl Wallenda, circus performer

"The higher a man climbs, the more his rear is exposed."

- Joe Stillwell

"We know what happens to people who stay in the middle of the road: they get run over."

- Aneurin Bevan

Answers: Dream Fulfilment; Day; Dollar; Difference; Dare; Prepare; Wear; Repair; Share; Losing Touch; Know; Solve; Stagnant Growth; People; Tapes; Places; Events; Books; Videos; The Fear Factor; Sheep Recruiting; 95%; Weak; Leaders; Consequence; Insecure; Team; Themselves; Generation; Fatigue; Wrong Priorities; Time; Money; People; Activities; Gifts; Failure; Reactive; Proactive; Win/Lose; Win/Win; Short-Term; Weary; Farther; Deeper; Quicker; Unwillingness; No; Some; Most; Every; Hidden Private Sin; Arrogance; Addictions; Aloneness; Adultery.

© 2000, INJOY, Inc.