## THE MAXWELL PHILOSOPHY

***"Leadership is simply about influencing people. Nothing more, nothing less."***

**LAW #2 – The Law of _____.**

**<u>Learning the Law of Influence:</u>**

Leadership is not _____, _____, _____ ____ _____.

It is _____, nothing more, nothing less.

Five Influence Myths:

1. _____ myth
   The idea that _____and _____are one in the same.
2. _____ myth
   Entrepreneurs are skilled at seeing _____and going after them.
3. _____myth
   Knowing "_____ _____ ____" and influencing others "____ _____ ____" take different skill sets.
4. _____myth
   You can get there first but if no one_____ _____, you are not a leader.
5. _____ myth
   If I have a _____ _____ _____, people will follow me.




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## Living the Law of Influence:

**Seven Factors of Leadership**

1. Character – _____ _____ _____.
2. Relationships – _____ _____ _____.
3. Knowledge – _____ _____ _____.
4. Intuition – _____ _____ _____.
5. Experience –_____ _____ _____ _____.
6. Past Success – _____ _____ _____ _____.
7. Ability – _____ _____ _____ _____.

## Leading others to the Law of the Influence:

***"A Leader sees more, sees farther, and sees before others."***

1. Lead from a "no leverage" position.
   a. _____ _____.
   b. _____ _____ _____.

List words or phrases that indicate an opportunity to teach the Law of Influence:

_____

_____

_____

**The three questions followers ask leaders:**

1. Do you care for me?
2. Can you help me?
3. Can I trust you?




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