

BASED ON CONTENT BY JOHN C. MAXWELL

MAXIMIZE **YOUR SUCCESS!**

A 12-WEEK PROGRAM
TO DEVELOP YOUR LEADERSHIP SKILLS

PRESENTED BY THE JOHN MAXWELL COMPANY & WORLD FINANCIAL GROUP

12**THINKING LIKE A CEO**

By Dr. John C. Maxwell

“You are today where your thoughts have brought you. You will be tomorrow where your thoughts take you.” - James Allen

WEEK TWELVE | LESSON NOTES

Leaders are not smarter than followers, they think differently.

Proverb: *As a man thinks in his heart, so is he.*”

Everything begins with a thought:

Victory begins with a thought.

Defeat begins with a thought.

What are you thinking?

How are you thinking?

1. Leaders Think *Big*

Benjamin Disraeli said, *"You will never go higher than your thoughts."*

"Where success is concerned, people are not measured in inches, or pounds, or college degrees, or family background; they are measured by the size of their thinking. How big we think determines the size of our accomplishments."

- David Schwartz

Leaders:

_____ to dream
 _____ the dream
 _____ the dream
 _____ the dream
 _____ the dream

2. Leaders think like Other People

A Successful person is evaluated by _____ progress.

A Successful leader is evaluated by _____ progress.

Other people questions

1. Do I know where I am going?
2. Should others be going with me?
3. Can I get them there?
4. Am I willing to pay the price ?

Other people observations

1. The Journey is _____
2. The responsibilities are _____
3. The return is _____

3. Leaders Think Continually

"That which holds our attention determines our action."

Followers think when it is _____ to think or they are _____ to think. Leaders never stop thinking.

Maxwell's "Problem Areas"

1. _____
2. _____
3. _____
4. _____
5. _____

4. Leaders think Bottom Line

Leaders know where they are going, how to get there and how far they have to go to arrive.

"People do not want to hear about your labor pains. They want to see the baby."

- Peter Drucker

5. Leaders think Continuous Improvement

Sign on an agricultural supply store: *"If you don't like the crop you are reaping, check the seed you are sowing."*

Peak performers do not see accomplishments as a fixed state, nor as a safe haven in which the individual is moored, completed, finished. Not once have I heard a peak performer speak of an end to challenge, excitement, curiosity, and wonder. Quite the contrary. One of their most engaging characteristics is an infectious talent for moving into the future, generating new challenges, living with a sense of more work to be done.

Improvement Insights:

1. If what you did yesterday still looks big to you, you haven't done much today.
2. *"As long as you're green, you are growing; as soon as you're ripe you start to rot."*
- Ray Kroc
3. *"For everything you gain, you lose something."* - Emerson

6. Leaders Think Without Lines

Within "the lines" leaders think _____. (What went wrong?)

Beyond "the lines" leaders think _____. (How can it be right?)

Leaders think _____

Followers think _____

Leaders think _____

Followers think _____

Leaders think _____

Followers think _____

Leaders think _____

Followers think _____

Leaders think _____

Followers think _____

Lines that limit us:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

7. Leaders think Success

The winners in life think constantly in terms of “I can,” “I will,” and “I am.” Losers, on the other hand, concentrate their waking thoughts on what they should have done, or what they don’t do.

- Dennis Waitley

Leadership Assumptions:

- | | |
|-------------------------|------------------------|
| 1. They will succeed | 4. Setbacks will occur |
| 2. Things will work out | 5. Resources will come |
| 3. People will follow | 6. They will succeed |

8. Leaders think Intuitively

9. Leaders think Intangibles

Leadership in its top form is artistic, not technical or methodical.

Words that are close to a leader's heart:

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

What do these words have in common?

*They are all intangible. They all determine success or failure of a project.
And they are all understood by and vital to leaders.*

10. Leaders Evaluate Quickly.

It isn't what you know that counts. It's what you can think of in the time.
Leaders size up a situation and seize it immediately.

Essential Evaluations of a Leader

1. Personnel
2. Potential Problems
3. Opportunities
4. Atmosphere
5. Progress
6. Magic Moments

How to Think Like A Leader:

1. _____ it - How does a leader think, exactly?
2. _____ it - Who has these thinking qualities?
3. _____ it - Spend time with someone who possesses these characteristics.
4. _____ it - Think what this quality will do for you.
5. _____ it - See yourself with this type of thinking.
6. _____ it - Share with someone the traits you desire.
7. _____ it - Put this thinking into action.
8. _____ it - Check your progress.
9. _____ it - Strengthen this thinking by resources and associations.
10. _____ it - Encourage yourself.

Final thoughts about Leadership Thinking:

1. Leaders are more alike in their thinking than any other area.
2. People who do not think are a slave to their surroundings.
3. The amount of thinking you can do at any time will depend primarily on the amount of thinking you have already done.

WEEK TWELVE | REFLECTION

1. So much of leadership begins with proper thinking, which leads to action. Spend some time reflecting on the life of your mind. What are you filling your mind with? How much of what you “input” in your mind comes from entertainment or amusement. What’s the logical progression of such input?

2. Do you think “BIG”? What evidence of this quality is found in your leadership? What keeps you from thinking big? Does fear keep you thinking small or is it, perhaps, because you are not spending time inputting the kinds of information that would stimulate your imagination?

3. Reflect on the idea that “*Leadership in its top form is artistic, not technical or methodical.*” Does modern thinking tend to view leadership in this light? Is leadership more of an art to be mastered or a technique to be practiced? Why?

4. What lines of thinking or behavior have been drawn for you? Who drew them? Many of us struggle to overcome something in our past that now serves as a hindrance or a boundary to leading dynamically. Can you identify your own boundaries and what caused them? How can you use your purpose and calling to overcome these lines?

Boundaries

5. Do you think “SUCCESS”? Or are you just thinking the minimum it takes in order for your team to perform well enough? How do you define success? Should your definition change to something more expansive and freeing? Why? How can you achieve this redefinition?

WEEK TWELVE | TAKE ACTION

- 1
1. List three thoughts, attitudes or behaviors you have let go of in the past two months, in order to gain continuous improvement. Fostering this is tough. You have to take risks in order to get better at something. In order to ride the bike you have to risk falling. This week, pinpoint the areas in your leadership that need improvement. Can those areas be improved upon by taking a certain risk or by working a bit more? Or will it require a change in your thinking?

3 THOUGHTS, ATTITUDES OR BEHAVIORS
1.
2.
3.

2

Out of the ten lines that limit us, which ones have you used personally in the past month? Give an example of an opposite line you can use this week. Record your progress. Has using the opposite line of thinking helped you at all? As you work on trimming out the “limiting lines,” have a friend keep you accountable for how you are speaking and giving voice to your thoughts. For every limiting line, penalize yourself; some people inflict push-ups on each other. Use that idea or come up with your own system for keeping the limiting lines to a minimum.

3

Which of John’s “problem areas” plagues your leadership? This week discuss with your accountability partner how you can clean up that area and work through the problem areas list. Work on discovering how your team is faring in each area and see how you can help meet your team’s needs - either by working them through a solution or by resourcing them so they can tackle it themselves.

Leaders possess dreams. Many times those dreams are all they have to keep going. Review the elements and actions related to a leader's dream.

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There are no margins, text, or other markings on the paper.

Answers: Dare; Prepare; Wear; Repair; Share; Personal; Group; Slower; Heavier; Greater; Convenient; Forced; Finances; Vision; Resources; People Development; Time; Critically; Creatively; Options; Security; Principles; Tangibles; Opportunities; Answers; Many Ways; One Way; Potential; Process; There's only one way; Follow the rules; Be Practical; Failure is final; Don't be foolish; Think serious; Be image conscious; Be logical; I'm not creative; I want to find the right answer; Morale; Timing; Atmosphere; Momentum; Attitude; Felt Need; Emotion; Process; Expectations; Identify; Find; Observe; Think; Embrace; Talk; Walk; Measure; Feel; Affirm