

The 15 Invaluable Laws of Growth
Live Them and Reach Your Potential
John C. Maxwell

2 Questions Every Leader Should Ask

(1) "What am I doing to develop _____?"

(2) "What am I doing to develop _____?"

#1 The Law of _____ – "Growth Doesn't Just Happen"

"People are anxious to improve their circumstances, but are unwilling to improve themselves; they therefore remain bound." ~James Allen - *As A Man Thinketh*

The "Greatest Gap" in the world is the space between _____ and _____.

Growth Gaps

(1) The _____ Gap – "I Assume I Will Grow Automatically."

(2) The _____ Gap – "I Don't Know How to Grow."

(3) The _____ Gap – "It's Not the Right Time to Begin."

The Law of Diminishing Intent – "The longer you wait to do something you should do _____, the greater the odds that you will _____ do it."

(4) The _____ Gap – "I'm Afraid of Making Mistakes."

(5) The _____ Gap – "I Don't Feel Like Doing It."

#2 The Law of the _____ – "You Must See Value In Yourself to Add Value to Yourself"

Steps to Build Your Self-Image

(6) Guard Your _____.

(7) _____ to Others.

(8) Do the _____ Thing Even If It's the _____ Thing.

(9) _____ Get a Win.

#3 The Law of _____ – “You Must Know Yourself to Grow Yourself”

“No one can produce great things who is not thoroughly sincere in dealing with himself.” ~James Russell Lovell

How to Find Your Passion and Purpose

(10) “Do You Like What You’re Doing _____?”

(11) “What Would You _____ to Do?”

There is a relationship between finding your _____ and reaching your _____.

(12) “_____ You Do What You would Like to Do?”

(13) “Do You Know _____ Who Do What You’d Like to Do?”

(14) “Will You _____ to Do What You Want to Do?”

(15) _____ Can You Start Doing What You’d Like to Do?”

Personal Growth allows a person to begin without the position!

#4 The Law of _____ - “Motivation Gets You Going – Discipline Keeps You Growing”

3 Personal Growth Questions

(1) Do You Know _____ you Need to Improve?

Your _____ (Choices) and Your _____ (Abilities)

(2) Do You Know _____ You Need to Improve?
Start With the Simple Stuff & Do It Daily

(3) Do You Know _____ You Want to Keep Improving?
The why is what keeps you motivated long after that first rush of energy and enthusiasm wears off. It can carry you through when willpower isn’t enough. Think of it as why power.

My Whys to Keep Working

1. Making a Difference
2. Still Growing
3. Highly Gifted
4. Feel Called
5. Love My Team
6. Sense of Responsibility
7. New Challenges
8. Financially Rewarding
9. Legacy
10. Enjoy What I Do

#5 The Law of _____ – “Growth Thrives in Conducive Surroundings”

“The first step toward success is taken when you refuse to be a captive of the environment you first find yourself in.” ~Mark Caine

My Growth Environment

- 1) Others are _____ of me.
- 2) I am continually _____.
- 3) My focus is _____.
- 4) The atmosphere is _____.
- 5) I am often out of my _____.
- 6) I wake up _____.
- 7) Failure is not my _____.
- 8) Others are _____.
- 9) People desire _____.
- 10) Growth is _____ and _____.

The Nourishment Centers In My Life

- 1) _____ – What songs bring life to me?
- 2) _____ – What thoughts speak to me?
- 3) _____ – What experiences rejuvenate me?
- 4) _____ – What people encourage me?
- 5) _____ – What recreation re-creates me?

- 6) _____ – What spiritual exercises strengthen me?
- 7) _____ – What dreams inspire me?
- 8) _____ – What family members care for me?
- 9) _____ – What gifts activate me?
- 10) _____ – What memories make me smile?
- 11) _____ – What books change me?

#6 The Law of _____ – “To Maximize Growth, Develop Strategies”
 “If you don’t design your own life plan, chances are you’ll fall into someone else’s plan. And guess what they may have planned for you? Not much!” ~Jim Rohn

You “Gotta” Have a System

So, what is a system? I define a “system” as: The process of predictably achieving a goal based on a logical and specific set of _____. More importantly, why is having a system so crucial to your success? Because, to paraphrase Michael Gerber, author of *The E-Myth: Systems* permit ordinary people to achieve extraordinary results, predictably. However, without a system, even extraordinary people find it difficult to predictably achieve even ordinary results.

Systems leverage your time, money and abilities. Systems are tools for your personal growth. According to Dr. Anders Ericsson, improvement is related not just to practice, but to a particular kind of practice – something Ericsson calls _____. Ericsson has found that no matter the field of expertise, when it comes to elite status, there is no correlation whatsoever between time in the profession and performance levels. [Be deliberate]

System Statements:

- 1. A system is a particular course of action intended to achieve an Objective.
- 2. A system helps ordinary people to achieve extraordinary results.
- 3. Improvement is related to deliberate practice. (A system)
- 4. There is no correlation between time in the profession and performance levels.

Systems Include:

- 1. _____
- 2. _____
- 3. _____
- 4. _____

Every Time I Learn Something I Ask Myself ...

(1)_____ Can I Use This?

(2)_____ Can I Use This?

(3)_____ Needs to Know?

5. _____

#1 Time Waster - _____.

6. _____

Systems Allow You to _____ Things Through, then
_____.

#7 The Law of _____ - "Good Management of Bad Experiences Leads to Great Growth"

"Every Pain Introduces a Person to Himself"

What I Know About Bad Experiences

(16) _____ Has Them.

(17)_____ Likes Them.

(18)_____ Make Bad Experiences Positive Experiences.

"Success in life comes not from holding a good hand, but in playing a poor hand well." ~Warren G. Lester

People who turn Pain into Gain have developed a Positive Life Stance. A Positive Life Stance is a person's overall frame of reference ... A set of _____, _____ and _____ people have about themselves, others, and their world.

JM's Process to Developing a Positive Life Stance:

(1)Life is filled with _____ and _____.

(2)Some of the good and bad I _____ control...it's life.

(3)Some of the good and bad will _____.

(4)If I have a positive life stance the good and bad will become
_____.

(5) If I have a negative life stance the good and bad will become _____.

(6) Therefore I _____ a positive life stance.

#8 The Law of _____ - "Learning to Pause Allows Growth To Catch Up With You"

Reflection Questions:

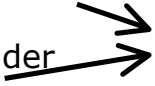
(19) What did I _____ today?

(20) How can I _____ what I learned today?

(21) How can I _____ what I learned today?

None of us is as smart as all of us.

#9 The Law of the _____ - "Character Growth Determines the Height of Personal Growth"

_____ - What I can do as a leader  Are equally important.
_____ - Who I am as a leader

My Character Commitment:

I Will Be Better On the _____ Than I Am On the _____ -
_____ Matters.

Better on the Inside = _____

Better on the Outside = _____

When you're better on the inside (character) than the outside (reputation), over time you will become _____ on the outside.

When you're better on the outside (reputation) than the inside (character), over time you will become _____ on the outside.

Inside Insights:

- (1) The Inside Influences the _____.
Proverb "As we think in our heart, so we become."
- (2) Our Inside Development is Totally Within _____.
- (3) Inside Victories Should _____ Outside Ones.
Before I can do – I must be!

#10 The Law of the _____ – "Growth Stops When You Lose the Tension Between Where You Are To Where You Could Be"

"Life begins at the end of our comfort zone."

The comfort zone is characterized by doing the same _____ in the same _____ with the same _____ at the same _____ and getting the same _____ ... then asking the same _____ ... Why?

Experience has shown me that taking risks has specific advantages. One, you learn things _____ than the people who don't take risks. Two, you have a broader range of _____. Three, you bump into more obstacles _____ than the people who play it safe, and Four, you _____ to get around those obstacles. So it's not that you're smarter than the other guys; you just get a better education – quicker.

Stretch In the Areas of Your _____ and _____.

Stretching in the areas of your strengths will _____ you.

Stretching in the areas of your weakness will _____ you.

Mistakes in my strengths _____ me.

Mistakes in my weaknesses _____ me.

#11 The Law of _____ – "You Have to Give Up to Go Up"

Tradeoff choices cause me to ask the following questions:

- (1) What are the _____ and _____ of this tradeoff?
- (2) Will I _____ through this change or _____ through this change?

The value of tradeoffs is not to endure them. The goal is to become better because of them. When I go through change it is because I am passive. I accept it as inevitable so I sigh and say, "I hope this comes out alright." When I grow through change I become active. I take control of my attitude and emotions. Years ago I determined that while others may lead small lives, I would not. While others would become victims, I would not. While others will leave their future in someone else's hands, I will not. While others go through life, I will grow through it. That is my choice and I will surrender to no one.

Tradeoff Thoughts

(1) The Loss of Tradeoffs is Usually Felt _____ the Win.

(2) Most Tradeoffs Can be Made at _____ Time.

"Though no one can go back and make
a brand new start my friend,
Anyone can start from now
And make a brand new end."
~Carl Bard

(3) The _____ You Climb, The _____ the Tradeoffs.

"The price of anything is the amount of _____ you exchange for it."
~ Henry Thoreau

"Each success only buys an admission ticket to a more _____
problem." ~Henry Kissinger

At the bottom we change because of _____. As we climb we
change for _____. Desperation is a higher motivator than
inspiration.

Only Through the Wise Exchange of Tradeoffs Can We Reach
Our _____.

#12 The Law of _____ – "Growth Is Driven By Wanting to Learn More"

"There is nothing new under the sun, but there are lots of old things we don't know." ~Ambrose Bierce

Curiosity – “A state in which you want to learn more about something.” A curious person has a thirst for knowledge. They are interested in life, people, ideas, experiences and events.

The value of curiosity is greater than it's thirst to learn. I believe curiosity is directly linked to _____ and _____. All three explore territory beyond the ordinary. All three extend thinking beyond the ordinary. All three expand possibilities beyond the ordinary. All three experience understanding beyond the ordinary. Curiosity begins with more questions than the ordinary. Imagination creates more options than the ordinary. Creativity finds more solutions than the ordinary. The result? Extraordinary living!

How to Cultivate Curiosity

(22) Have a _____ Mindset.

This is not an age thing...it's an attitude thing. A beginner's mindset asks a lot of questions and keeps asking until it gets answers. A beginner's mindset is vulnerable. It has no image to uphold and wants to learn more than look good. A beginner's mindset is not influenced by preset rules and acceptable behavior or thinking.

(23) Learn Something New _____.

(24) Make Failure Your _____.

(25) Stop looking for the _____ Answer.

There are two fallacies to the “Right Answer” people.

1) There is always more than _____ solution to a problem. To buy into the only one right answer is to stop the search for more and better ones.

2) The right answer, or the best one can become _____.

(26) Get Out of the _____.

“There ain't no rules around here! We're trying to accomplish something!”
~Thomas Edison

#13 The Law of _____ – “It’s Hard to Improve When You Have No One Else But Yourself to Follow”

Qualities of a Model to Follow

(1) A Worthy _____.

Andrew Carnegie said, “As I grow older I pay less attention to what men say. I just watch what they do.”

(2) _____ Experience.

“To know the road ahead ask those coming back.” ~Chinese Proverb

(3) _____ and _____.

The first question a follower asks of a leader is, “Do you _____ for me?”

(4) A Track Record of _____ in People’s Lives.

#14 The Law of _____ – “Growth Always Increases Your Capacity”

“There is no finish line.” ~Nike

90% Is Your Potential Number!

Experts usually agree that people typically use only 10% of their true potential. That statement is staggering! If that is true, the average person has big odds for improvement. The odds for expansion are very high90%! How can we miss? We’re not looking for 10% having developed 90% of our potential. We’re looking for 90%! We’re not “almost there.” We have barely arrived! We possess hundred of acres of possibilities, but keep only one-half acre under cultivation.

The question is, “How do we tap the 90% potential number? The answer is found in changing ...

(1) How we _____.

(2) What we _____.

How We Think

- (1) Stop Thinking _____ Work - Start Thinking _____ Works?
- (2) Stop Thinking " _____?" - Start Thinking " _____?"
- (3)** Stop Thinking One Door - _____ Way - Start Thinking Many Doors - _____ Ways.

What We Do

- (1) Stop Doing Only Those Things You _____ - Start Doing Those Things You _____ and _____ Do.

At first you Do what you Know. But the more that you Do what you Know, you will discover additional "Worthy" things, "Innovative" things that you Know you should Do. At this point is a pivotal decision!

If you Know what you should Do but continue to Do what you have always Done, you are in a rut. But if you Know what you should Do and then Do what you Know you should Do, you are leading and growing.

Get out of your _____ zone. Stay in your _____ zone.

- (2) Stop Doing _____ Is Expected - Start Doing _____ Than Is Expected.
- (3) Stop Doing Important Things Every _____ is a While - Start Doing Important Things Every _____.

#15 The Law of _____ - "Growing Yourself Enables You to Grow Others"

If you're not doing something with your life it doesn't matter how long it is!

Every day of his adult life, Ben Franklin set aside time to examine two questions. The morning question was, "What good shall I do today?" The evening question was, "What good have I done today?"

Ben Franklin once wrote, "I would rather have it said 'he lived usefully' than 'he died rich.'" More than just words, it was the way Franklin lived his life. Even his position as a printer fit this philosophical bent. He did not hoard his ideas, but shared them, and everyone benefited. He had an "abundance mentality."

Instead of seeing the world in terms of how much money he could make, Franklin saw the world in terms of how many people he could help. To Benjamin Franklin, being useful was its own reward.