

THE EXTRA POINT

BY JERRY ROBERTS



420 Powerful Wisdom From John C. Maxwell

John C. Maxwell is one of the world's most sought after leadership experts, and for good reason. He is able to convey messages in an effective manner that few others are ever able to approach. I'm Jerry Roberts and today, a half-dozen ideas you can use, next on The Extra Point.

John C. Maxwell headlines a group of five exceptional speakers on November 7, at the 2019 Live2Lead Guam Conference. I've been studying Maxwell's lessons for years. Here's a few you can benefit from today.

1. Maxwell says: "People buy into the leader before they buy into the vision." This is about trust. You can't sell your vision for the future unless there is first a definite connection with you. Visions come alive when people believe they're in the presence of someone who is capable of making the vision a reality. Trust first, vision second.

2. According to Maxwell, "If we're growing, we're always going to be out of our comfort zone." It's absolutely true. In fact, the only time we truly grow is when we're outside of our comfort zone.

If you're pretty comfortable, you might want to change some things up to add to your degree of difficulty.

3. John C. Maxwell believes, "Leaders must be close enough to relate to others, but far enough ahead to motivate them." People who want to be challenged and to get ahead, need a leader who is out in front to give them an example to chase. Often times, workers lose steam and interest because they feel stalled, they're not moving forward fast enough, and it's generally because their leader has stalled or slows up.

4. In the words of Maxwell, "Life is 10% of what happens to me and 90% of how I react

to it." Lock this quote away in your heart and mind and pull it out every time you start to feel sorry for yourself and you want to mutter, "Why me?" This is an incredibly important lesson to teach to every worker on your team. We may not be able to control the events that come our way, but we can control the way we respond to them. There is enormous power in that.

5. Maxwell said: "A man must be big enough to admit his mistakes, smart enough to profit from them, and strong enough to correct them." Obviously, this applies to women as well.

Our workers know we make mistakes. When we're not around, it's likely they talk about it. We score trust points with them by admitting when we fall short. When we win despite our mistakes, that gives the team the example that mistakes can be overcome and we can still get ahead. As for correcting mistakes, this sends the message that everybody's work is open for inspection and the goal is to get better.

6. "The greatest day in your life is when we take total responsibility for our attitudes. That's the day we truly grow up." Being responsible and accountable go a long way toward defining who we are and how well we'll be able to lead our team.

The Live2Lead Guam conference is Thursday, November 7. Get a team together and come ready to take in continuous ideas that can help you get further and do better. Details are at guamtraining.com

That's The Extra Point. Get out there and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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For information on training and consulting services from Jerry Roberts, please click this link: guamtraining.com



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