

LEADERSHIP

11 Essential Changes Every Leader Must Embrace

JOHN C. MAXWELL

JOHN MAXWELL is a speaker and business leadership coach. He is the author of several bestsellers including *Everyone Communicates, Few Connect*, *The 15 Invaluable Laws of Growth*, *Talent is Never Enough* and *Sometimes You Win – Sometimes You Learn*. He has been ranked by *Business Insider* and *Inc.* magazines as the most influential leadership expert in the world. John Maxwell consults with leaders of Fortune 500 companies as well as political leaders worldwide. His consulting companies have now trained more than 6 million leaders. John Maxwell is a graduate of Ohio Christian University, Azusa Pacific University and Fuller Theological Seminary.

The author's website is at: www.JohnMaxwell.com.

ISBN 978-1-77544-972-0

MAIN IDEA

There's no question the business environment is changing dynamically and will continue to change and evolve further in the future. To stay relevant, every leader needs to be continually making "leadershifts" – changes that positively enhance personal and organizational growth.



Specifically, there are eleven leadershifts which are required right now:

- #1 The Focus Shift
- #2 The Personal Development Shift
- #3 The Cost Shift
- #4 The Relational Shift
- #5 The Abundance Shift
- #6 The Reproduction Shift
- #7 The Communication Shift
- #8 The Improvement Shift
- #9 The Influence Shift
- #10 The Impact Shift
- #11 The Passion Shift

Learn how to make those leadershifts successfully and you position yourself for success in the future. Miss the boat and you stay the same as today. The future is yours to take advantage of. Enjoy.



A framework for leadershifts Page 2
 Change is the new normal. Leaders need to make constant adjustments to excel.

Leadershift #1 – The Focus Shift – Soloist to Conductor Page 2
 Great leaders used to be top producers. Tomorrow's leaders need to orchestrate groups.

Leadershift #2 – The Personal Development Shift – Goals to Growth Page 3
 Goals help you do better but growth lets you become better. Leaders are growth oriented.

Leadershift #3 – The Cost Shift – Perks to Price Page 3
 Great leaders don't think about what they get. They're focused on what they can give.

Leadershift #4 – The Relational Shift – Pleasing people to Challenging people Page 4
 You cannot lead people if you need them. Great leaders challenge people to do better.

Leadershift #5 – The Abundance Shift – Maintaining to Creating Page 4
 Have the mindset you want to move things forward rather than standing still. Be a creator.

Leadershift #6 – The Reproduction Shift – Ladder climbing to Ladder building Page 5
 Forget ladder climbing. Help others build and ascend their own ladders. Be an equipper.

Leadershift #7 – The Communication Shift – Directing to Connecting Page 5
 Great leaders don't order people around. They connect, influence and help people.

Leadershift #8 – The Improvement Shift – Team uniformity to Team diversity Page 6
 Great leaders value diversity. Do everything you can to bring in different people.

Leadershift #9 – The Influence Shift – Positional authority to Moral authority Page 6
 A leadership position does not give you leadership authority. Earn moral authority.

Leadershift #10 – The Impact Shift – Trained leaders to Transformational leaders Page 7
 Don't settle for being a trained leader. Become a transformational leader.

Leadershift #11 – The Passion Shift – Career to Calling Page 8
 Don't look at leadership as a career. Make it your calling. Find your purpose and you'll never look back.

Summaries.Com

The Ultimate Business Library



We condense **300+ page** business books into **8-page** summaries.

By reading summaries, you'll get the **key ideas** in **30 mins**, so you can spend more time turning your ideas into **dollars**.

Knowledge is Power — Invest in Your Future

For just **\$2 per week**, you will...

- Learn from the mistakes and success of the smartest people in business;
- Get fresh ideas, strategies & motivation that could be worth millions to you;
- Follow emerging trends, so you can catch the wave before your competitors do;
- Catch up on the classics you always wanted to read.

1,000 Top Business Book Summaries

Our catalog includes summaries on a range of topics for aspiring entrepreneurs, managers, and consultants.

BUSINESS PLANS

MANAGEMENT

PRESENTATIONS

SALES

LEADERSHIP

MOTIVATION

STRATEGY

AND MORE

