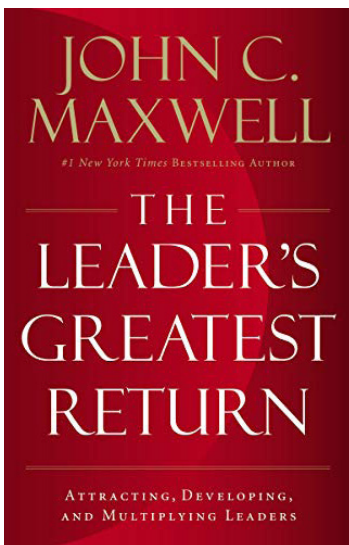


EXECUTIVE BOOK SUMMARIES

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The Leader's Greatest Return

THE NUTSHELL

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ABOUT THE AUTHOR

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John C. Maxwell speaks and writes on leadership issues.

Introduction: Everyone Wins When You Develop Leaders

Success for leaders can be defined as the maximum utilization of the abilities of those working with them. There's only one way for a leader to help people maximize their abilities and reach their potential and that's to help them develop as leaders.

Chapter 1: Identifying Leaders: Find Them So You Can Develop Them

How do you identify good potential leaders, people you want to develop? You need to have a picture of that person. People often say, "I'll know it when I see it." I say, *Know it and you'll see it*. No team can win without great players. If you're not identifying the leaders of tomorrow whom you will train up, your potential and your future will always be limited.

Chapter 2: Attracting Leaders: Invite Them to the Leadership Table

Not everyone invited to the leadership table will become an effective leader. The table is meant to attract potential leaders and find out if they will become leaders. For that reason, you should make the table as large as you can manage so that it will accommodate many potential players. Don't worry as the best leaders will separate themselves from the rest.

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Chapter 3: Understanding Leaders: Connect with Them Before You Lead Them

If you are going to develop leaders and hope to eventually experience the leader's greatest return, you need to connect with your leaders and potential leaders. You need to learn who they are and do everything you can to understand them. You also need to be open enough to allow them to understand and learn from you. That's the only way you will be able to go to the highest level as a leader who develops leaders.

Chapter 4: Motivating Leaders: Encourage Them to Give Their Best

I don't motivate my people. I don't try to push or pull people. Instead, I try to inspire people and help them find their own motivations. That means I must first find my own motivations and model the behavior I want to see in the people I lead. Good leaders inspire others only to the extent that they inspire themselves.

Chapter 5: Equipping Leaders: Train Them to Be Great at Their Job

As a leader, it's one thing to ask people to join your team and take the journey with you. It's another to equip them with a road map for the trip. Good leaders provide a means for people on the team to get where they need to go.

Chapter 6: Empowering Leaders: Release Them to Reach Their Potential

One of the most powerful things you can do as a leader is release the leaders you develop to reach their potential. The majority of people working today are not close to reaching their potential. Empowering people can change that. If those you empower are leaders, it has a multiplying effect, because every leader you empower can help empower the people they lead to reach their potential too.

Chapter 7: Positioning Leaders: Train Them Up to Multiply Their Impact

What's more powerful than a motivated, equipped, and empowered leader? A group of motivated, equipped and empowered leaders! What's more powerful than that? The same group of motivated, equipped and empowered leaders working as a team! When good leaders are gathered together, motivated by a leader, focused on a vision, and working together as a team, there's almost nothing they can't do.

Chapter 8: Mentoring Leaders: Coach Them to the Next Level

We cannot reach our potential without the help of others. Mentoring helps us go farther faster, and more successfully than we could ever travel on our own. Being mentored has made a huge difference in my life and so has being a mentor. For the mentor, nothing is more fulfilling than developing other leaders. Not only is it personally rewarding, but it gives the biggest bang for the buck when it comes to personal investment. That's because every leader you mentor can then positively impact other people.

Chapter 9: Reproducing Leaders: Show Them How to Develop Leaders

The best purpose of leadership achievement is to use everything you've learned to give a hand up to others, helping them become leaders and then teach them to do the same for other leaders.

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Chapter 10: Compounding Leaders: Receive the Highest Return of Developing Leaders

I've learned that doing a few important things will give a much greater return than doing many less important things. If I focus my efforts on the top 20 percent of my priorities, the Pareto principle says it will give me an 80 percent return. If we want to see the benefit of compounding in the leadership realm, we need to invest in our best leaders every day, give our best to them first, and keep doing it for the long haul. No matter what it costs you, developing leaders is the most impacting and rewarding thing you can do as a leader.