

# LEAD WELL

## BOOK REVIEW

360 Degree Leader

John Maxwell

### KEY PRINCIPLE

You don't have to be the main leader to make significant impact in your organization. Leaders can lead effectively, regardless of their position in an organization. They can lead their followers, yet also skilled at leading superiors and peers.

### APPLICATION

Achievers cross the finish line first - Leaders rarely do. A leader's success comes from bringing others across the finish line with them.

Every person carries around two buckets. One contains water - the other gasoline. As leaders, you will come across small fires, and can choose to pour water or gasoline.

You learn resilience and tenacity doing hard assignments.

The key is to do something that matters, not something that gets you noticed.

Managers work with processes - Leaders work with people.

Many leaders are so action oriented, and agenda driven that they don't make people a high enough priority.

People ask 3 things of a leader:

Can I trust you? Do you believe this vision? Do you care about me as a person?

Getting things done through others makes you a leader. Developing the people while helping them get the job done at the highest level makes you an exceptional leader.

There is a big difference between equipping and developing.

You teach what you know but reproduce what you are.

If your leadership is not continually growing it can be a lid to the potential of your people. If you are not moving forward as a learner, you are moving backward as a leader.

Kathy Crockett  
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