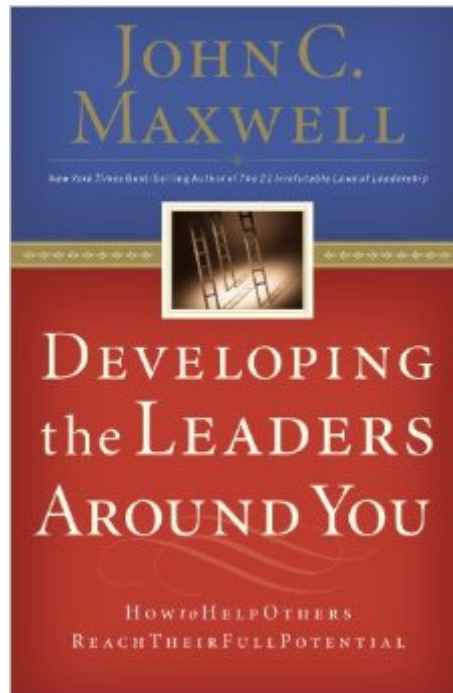


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# Developing The Leaders Around You: How To Help Others Reach Their Full Potential



## Synopsis

Why do some people achieve great personal success, yet never succeed in building a business or making an impact in their organization? John C. Maxwell knows the answer. "The greatest leadership principle that I have ever learned in over twenty-five years of leadership," says Maxwell, "is that those closest to the leader will determine the success level of that leader." It's not enough for a leader to have vision, energy, drive, and conviction. If you want to see your dream come to fruition, you must learn how to develop the leaders around you. Whether you're the leader of a non-profit organization, small business, or Fortune 500 company, *Developing the Leaders Around You* can help you to take others to the limits of their potential and your organization to a whole new level. [www.DevelopingTheLeadersAroundYou.com](http://www.DevelopingTheLeadersAroundYou.com)

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## Customer Reviews

John C. Maxwell has made a name for himself as an authority on leadership, landing on bestseller lists in both the Christian and general markets. That's quite an accomplishment, and it's one he has legitimately earned. In addition to writing more than two-dozen books, he has established several organizations geared toward training and equipping leaders and has developed numerous ancillary products like tape series, handbooks and manuals, and curriculum materials. In short, he's an expert in his field and one of the best communicators out there. That said, you should know that Maxwell mines the wealth of information and resources he has amassed and recycles it all to create new books --- which means that one Maxwell book often overlaps into another one, which overlaps into another one, and so on. Longtime readers of Maxwell are well aware of this, having discovered

a significant amount of familiar material in the context of information that's genuinely new. He's often criticized for this, but he still manages to sell a whole lot of books, so I suspect it isn't as much of a problem as his critics would like to believe. In *DEVELOPING THE LEADERS AROUND YOU*, Maxwell provides both inspirational and practical assistance for leaders who are committed to helping others reach their leadership potential. In trademark Maxwell style, the author gets his point across by making the most of reader-friendly features like assessment tests, charts, cartoons, sports analogies, and mnemonic devices like original acronyms (such as RISE, Rewards Indicating Staff Expectations). He also sprinkles the text with well-chosen quotations --- some profound, some funny, but all of them relevant to the topic at hand.

Books on leadership are a dime a dozen these days, and often they start blending together. However, John Maxwell has put together some great insights into leadership that are often taken for granted or not well described. The book starts with a solid question for any leader; "Am I Raising up Potential Leaders?". What makes this focus important is the fact that too often leaders focus on leading for results, not for future leadership. An important distinction. Another aspect of the book looks at the ripple effects of leaders. True leaders are able to attract potential leaders because; Leaders think like them; Leaders express feelings that other leader's sense; Leaders create an environment that attracts potential leaders; Leaders are not threatened by people with great potential. The author lays out what happens when strong leaders are not selected. They in turn hire people with less leadership skills than they have, and so on. The organization as a whole suffers as a result of this domino effect. Leaders who mentor potential leaders multiply their effectiveness. While this sounds simple, it is rare. "There is no success without a successor" (Page 11). Leaders take others with them, or they are not true leaders but mere managers. Delegation is the most powerful tool a leader has. (Page 159) However, if delegation is so important then why do some leaders fail to delegate effectively? Some ideas are postulated here; Insecurity; Lack of Confidence in Others; Lack of Ability to Train Others; Lack of Time; etc. In my experience the most common of these aspects is a lack of confidence, as many so called leaders never take the final step of "giving complete authority" to others. This derails success and future potential.

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