

# THE LAW OF ADDITION

*Leaders Add Value By Serving Others*

*“The bottom line in leadership isn’t how far  
we advance ourselves  
but how far we advance others.”*

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If you can't give some evidence of making things better for your people, then you are probably a subtractor.

**90% of all people who subtract do so unintentionally.**

In contrast 90% of all people who add value do so intentionally.

Why?

Because human beings are naturally selfish. Adding value requires me to live on purpose

**Add enough value to enough people and your effort multiplies**

## Are you making things better for the people who follow you?

Name 5 people in your personal life closest to you.

Next to each name, write 3 ways you show them you care. If you cannot write 3 ways you show them you care *daily*, write 3 ways you are willing to do.

Now, name 5 people in your business life that you lead.

Next to each name, write 3 ways that you display actions every day of caring, sharing and lifting.

Now, ask yourself – are you willing to do this without recognition?

## **Leading others to the Law of Addition by asking the following:**

1. How and when are you a servant leader?
2. When do you get impatient and or resentful?
3. Are there tasks beneath your dignity/position?
4. Make it a practice to perform small acts of service without seeking credit?
5. What do the people closest to you value?