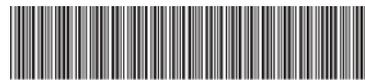
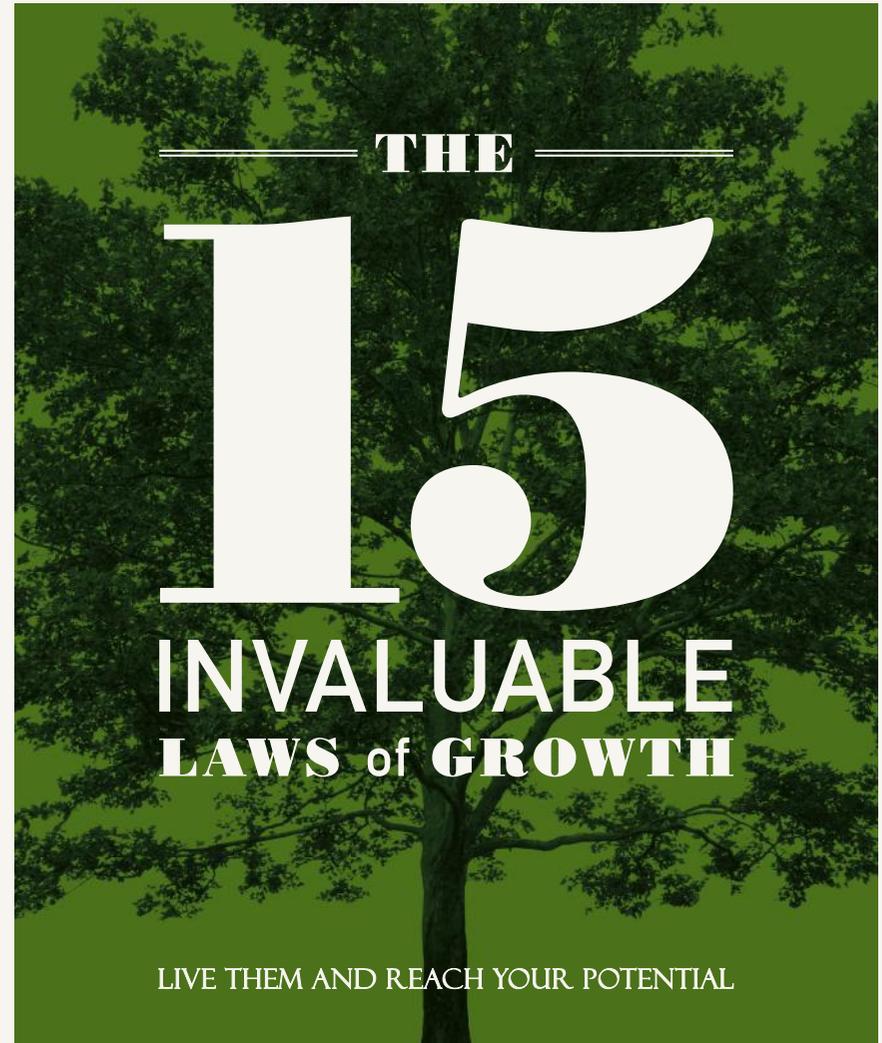


**JOHN C. MAXWELL**

**PARTICIPANT GUIDE**



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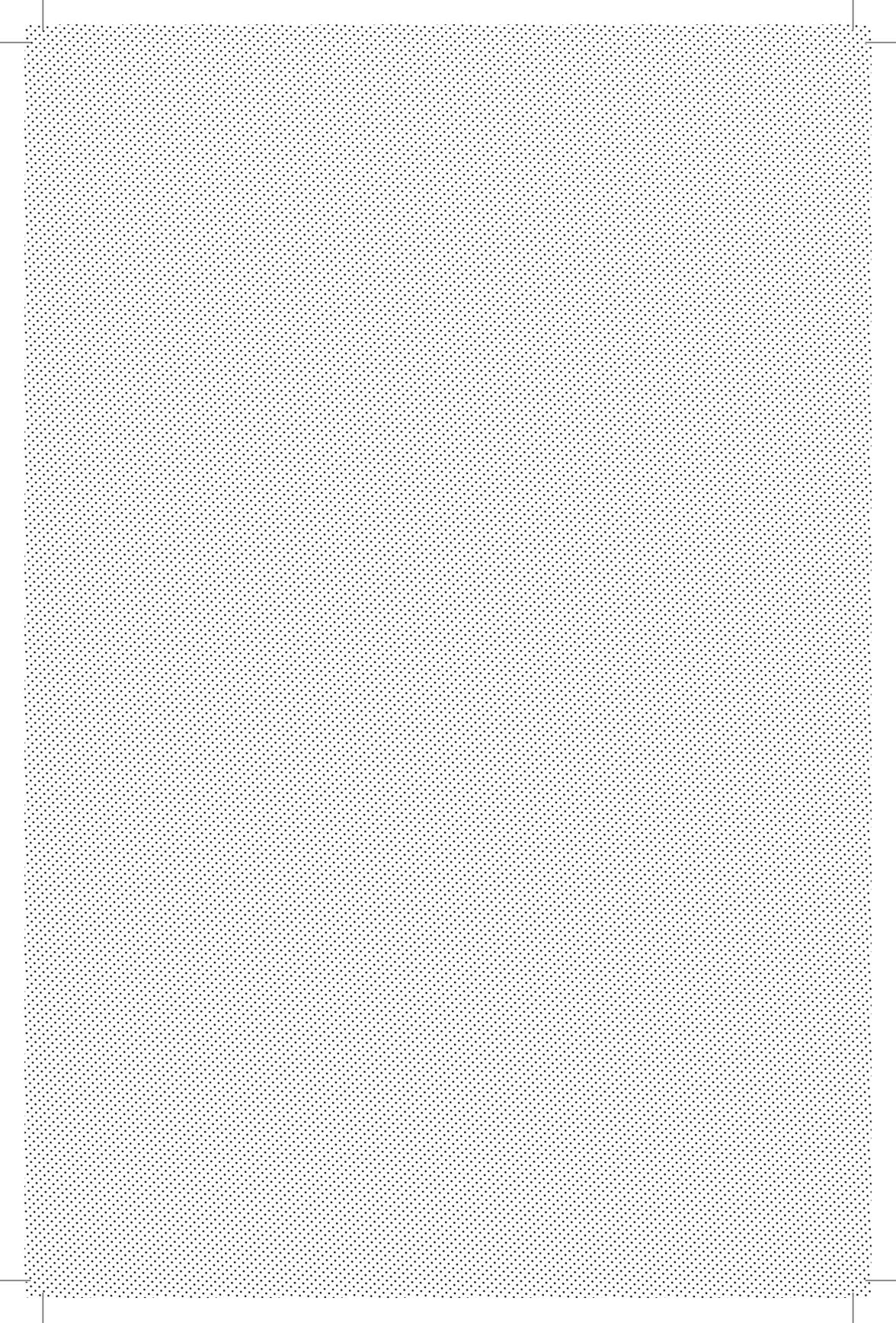
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**PARTICIPANT GUIDE**

**BECOME MORE EFFECTIVE AND FULFILLED  
ON YOUR GROWTH JOURNEY**





**JOHN C. MAXWELL**

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— THE —

**15**

**INVALUABLE  
LAWS of GROWTH**

LIVE THEM AND REACH YOUR POTENTIAL

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Dear Friend,

Welcome to *The 15 Invaluable Laws of Growth*.

My goal in this course is simply this: **to help you learn how to grow and develop yourself so you have the best chance of becoming the person you were created to be.** You're going to quickly recognize how these laws can help you be more successful in every area of life, building up your sense of purpose, your passion, and your potential.

To reach that potential, *you must grow*—and to grow, you must be highly intentional about it. You've already demonstrated your intentionality simply by beginning this course, and I commend you for taking that step.

You're now setting out on a journey to better understand how personal growth really works, and how you can become a more effective and fulfilled individual. I'm convinced you'll experience a continual increase in your *desire* to grow, and you'll soon find yourself becoming better than you are today. You'll see a clear pathway forward for growing in character, advancing in your career skills, enriching your relationships, and enhancing your life-management skills.

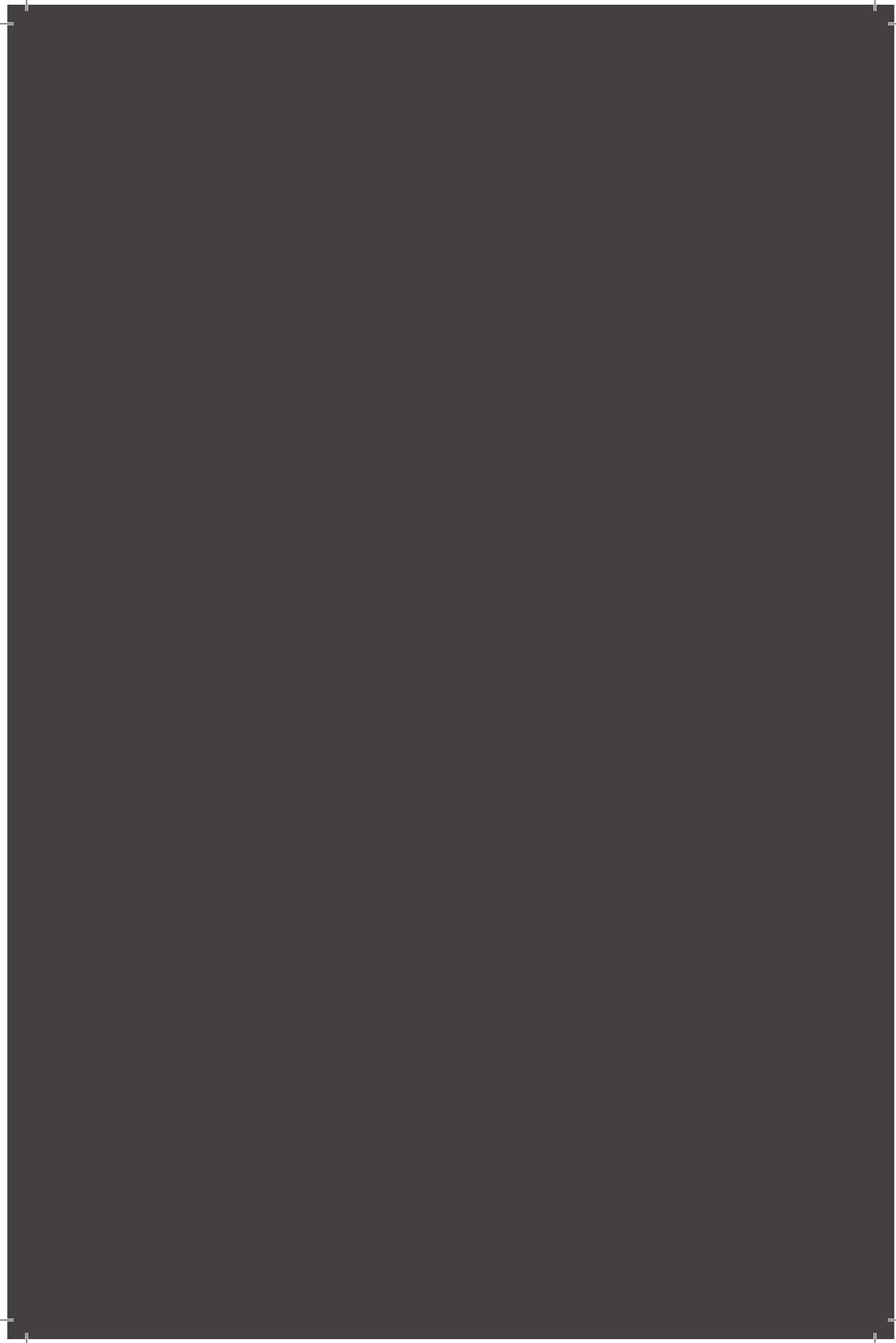
You'll become more convinced than ever that growing is a worthy goal—it's a key that unlocks the door. And you'll be more motivated to put in the work to actually grow.

I've been pursuing the pathway of growth for more than 40 years—and I'm delighted to have you alongside me in this journey of growing into the unique person each of us is destined to be.

Your friend,

A handwritten signature in black ink that reads "John C. Maxwell". The signature is written in a cursive, flowing style.

John C. Maxwell



# 1

SESSION 1

## **INTRODUCTION & THE LAW OF INTENTIONALITY**



AS YOU WATCH THE VIDEO SEGMENT FOR  
SESSION 1 AND LEARN FROM JOHN C. MAXWELL,  
FOLLOW ALONG CLOSELY IN THE NOTES.

AS YOU LISTEN, FILL IN THE BLANKS WITH THE  
KEY WORDS AS JOHN SPEAKS THEM.

**VIDEO NOTES FOR SESSION 1**

## COURSE INTRODUCTION

I'm very excited to talk with you about something I've been passionate about for 40 years—and that is *personal growth*. If you have your notes, let's get ready—because there's nothing I could deposit in your life that could be more important than *teaching you how to grow yourself*.

Take good notes, because you really need to start growing!

There are two questions every leader should ask:



WHAT AM I DOING TO DEVELOP

\_\_\_\_\_?



WHAT AM I DOING TO DEVELOP

\_\_\_\_\_?

When I began my personal growth life, I never thought about developing others; I just thought about getting better myself. It was only after I began to grow and see what that growth was doing for me that I thought, *I need to turn this around, and I need to teach other people how to grow also.*

The laws of growth I'm going to teach you now are those that have worked for me for 40 years.

I can do better than give you a personal growth plan; I can teach you *the laws of growth*. And if you understand them and you begin to apply them to your life, those laws will give you not only the plan you should have for personal growth, but they will put you on a \_\_\_\_\_ of growth that you'll never get off of.

Personal growth just doesn't stop once you \_\_\_\_\_ it.

## THE LAW OF INTENTIONALITY

LAW #1



Growth doesn't just \_\_\_\_\_ .

If we want to grow, we're going to grow *on purpose*.

Growth is *not* an \_\_\_\_\_ process. If you're going to grow, you have to grow on purpose.

That's why the law of intentionality is the *first* law of personal growth.

No one ever grew by accident. We may get older by accident, by just hanging around, but we don't get better.

There's a difference between getting older and getting better.

People who are *intentional* in their growth immediately begin to see the benefits of it.

You walk up to the average person on the street right now, and they're anxious to get rid of their problems, to get rid of their stress, to fix all the things in their life. But if you talk to them and say, "To fix all that, let's change *you*, let's grow *you*"—they back away from that very quickly. They want their surroundings and their circumstances to change, but they don't understand that the *core* of everything has to be *them*, and the change has to begin with *them*.

The greatest gap in the world is the space between \_\_\_\_\_ and \_\_\_\_\_ .

That's why the Law of Intentionality is so huge!

“PEOPLE ARE ANXIOUS TO  
IMPROVE THEIR CIRCUMSTANCES  
BUT ARE UNWILLING TO IMPROVE  
THEMSELVES. THEY THEREFORE  
REMAIN BOUND.”

—JAMES ALLEN

## GROWTH GAPS

---

Let me give you some of the growth gaps I discovered in my own life (you'll discover them too as you take this journey):

.....

THE \_\_\_\_\_ GAP—"I ASSUME I WILL GROW AUTOMATICALLY."

- › John Kotter's statement: "Most people *accept* their lives; they don't *lead* their lives." How true that is!
  - › Most people look at their schedule and think, *I wonder what's going to happen to me today?*
- .....

THE \_\_\_\_\_ GAP—"I DON'T KNOW HOW TO GROW."

- › Now we're out in life, and nobody's got a curriculum for us, nobody has anything set up for us.... So we wonder, "If I'm going to keep growing, what do I do?"
  - › Do *you* have a plan for personal growth?
  - › Isn't it amazing? Something so important in our lives, but we're not intentional in it.
- .....

THE \_\_\_\_\_ GAP—"IT'S JUST NOT THE RIGHT TIME TO BEGIN."

- › The Law of Diminishing Intent says: "The longer you wait to do something you should do \_\_\_\_\_, the greater the odds that you will \_\_\_\_\_ do it." That's a fact.

---

THE \_\_\_\_\_ GAP— “I’M AFRAID OF MAKING MISTAKES.”

- › Robert Schuller’s question: “What would you attempt if you knew you wouldn’t fail?”
- › My problem wasn’t my goals; my problem was my fear of failure. Failure was keeping me from going forward.
- › If you knew you *wouldn’t fail*—what is it that you haven’t started that you’d jump in immediately and begin?

---

THE \_\_\_\_\_ GAP— “I JUST DON’T FEEL LIKE IT.”

- › Have you ever procrastinated in doing something because you just didn’t feel like doing it? We’ve all been there!
- › The difference between a winner and a whiner is very simple. A whiner wants to feel good before they do something; a winner does something and *then* feels good.
- › The winner understands that the right emotions follow the right action. Always have, always will. Emotions will never stimulate you for action; but right actions will always give you the return of right emotions.

If I could have just one wish for you in this moment, here’s what it would be: that right now, you would **settle in your heart and mind that from this day forward you’re going to grow yourself.**

You’re going to *initiate* growth—and you make that commitment and resolve.

**YOUR FURTHER NOTES  
FOR SESSION 1**

FROM THE GROUP DISCUSSION:

---

FINAL CHALLENGE:

---

**SUMMARY:**

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# 2

SESSION 2

## **THE LAW OF THE MIRROR & THE LAW OF AWARENESS**



AS YOU WATCH THE VIDEO SEGMENT FOR  
SESSION 2 AND LEARN FROM JOHN C. MAXWELL,  
FOLLOW ALONG CLOSELY IN THE NOTES.

AS YOU LISTEN, FILL IN THE BLANKS WITH THE  
KEY WORDS AS JOHN SPEAKS THEM.

**VIDEO NOTES FOR SESSION 2**

## THE LAW OF THE MIRROR

LAW #2



You must see value *in* yourself to add value *to* yourself.

You will not give yourself time to grow if you think you are not worthy of it.

The “leadership lid” also works in the area of self-image. If from one to ten, my self-image is a three, what I’m able to accomplish will be a two.

I have never seen anyone consistently rise above their self-image and be successful. In fact I have watched many people who have had success beyond their self-image and I’ve watched them literally sabotage themselves because they didn’t feel comfortable—because they didn’t believe that they were that good themselves.

So your lid—your self-image lid is huge.

## **BUILDING YOUR SELF-IMAGE**

How do you build your self-image? Four quick thoughts:

.....

**1. GUARD YOUR \_\_\_\_\_ .**

- › The damage done by others is not near as much as the damage done by yourself.
- › No wonder the Proverbs writer said that words have the power of life and death. They do!

.....

**2. \_\_\_\_\_ TO OTHERS.**

- › When anybody is feeling a little bad about who they are, the first thing I say is, "Lose yourself by giving yourself to someone else." Add value to them. There's something that is very, very appreciating to the image of self when you are helping someone else.

.....

**3. DO THE \_\_\_\_\_ THING EVEN IF IT'S THE \_\_\_\_\_ THING. BECAUSE AGAIN, RIGHT ACTION EQUALS RIGHT EMOTION.**

.....

**4. \_\_\_\_\_ GET A WIN.**

- › Every day, look at your schedule and ask yourself, What am I going to do today that is going get me a win...that is going to make me feel good about what I've done this day? Where is my win going to be?
- › A lot of little wins really builds self-confidence.
- › If you don't \_\_\_\_\_ in yourself, you won't *bet* on yourself.
- › How willing are you to bet on *you*?
- › If you feel you are worth it, you'll invest in yourself, and you'll invest in the time to grow and to learn the laws of growth. If you think you're not worth it, you won't invest that time.

## THE LAW OF AWARENESS

LAW #3



You must know yourself to grow yourself.

You and I need to become aware of *who we are*. We need to know what our \_\_\_\_\_ is; we need to know what our \_\_\_\_\_ is.

When people talk about themselves and trying to find themselves, I immediately talk to them about “What is your passion? What is your purpose?”

Let me walk you through how to figure this out.

“NO ONE CAN  
PRODUCE GREAT THINGS  
WHO IS NOT THOROUGHLY  
SINCERE IN DEALING  
WITH HIMSELF.”

—JAMES RUSSELL LOWELL

## **IDENTIFYING OUR PASSION AND PURPOSE**

---

.....

**1. DO YOU LIKE WHAT YOU'RE DOING \_\_\_\_\_? SURPRISINGLY, THE MAJORITY OF PEOPLE, WHEN I ASK THAT QUESTION, SAY NO. THIS AMAZES ME.**

- › When somebody tells me they don't like their job, I immediately say, "I'd quit."
  - › I have no idea why somebody would do something every day that they didn't like. Why would a person go and do a job they don't like and complain about it all day and call it life?
- .....

**2. WHAT WOULD YOU \_\_\_\_\_ TO DO? THERE IS A RELATIONSHIP BETWEEN FINDING YOUR PASSION AND REACHING YOUR POTENTIAL.**

- › When you find what you'd like to do, that ignites your passion; and when your passion is ignited, that begins to increase your potential.
- .....

**3. \_\_\_\_\_ YOU DO WHAT YOU WOULD LIKE TO DO?**

- › Some people are very passionate about doing something, but they're not any good at it. If you're not any good at the thing you're passionate about, you don't want to make it a career; you want to make it a hobby.
- .....

**4. DO YOU KNOW \_\_\_\_\_ WHO DO WHAT YOU WOULD LIKE TO DO?**

- › When I settled into what I wanted to do, I went and looked for the most successful people.... I was so desirous to learn.... I *had* to learn.

---

5. WILL YOU \_\_\_\_\_ TO DO WHAT YOU WANT TO DO?

- › So many people don't reach their potential because it's a price issue. They're unwilling to pay it.

---

6. \_\_\_\_\_ CAN YOU START DOING WHAT YOU WOULD LIKE TO DO?

- › Here's what's wonderful—you can *start*; you can get going.
- › That's what this law is all about—understanding yourself, understanding your passion, knowing what your purpose is—and saying, *Now that I know who I am, I'm going to know how to grow myself.*

## **YOUR FURTHER NOTES FOR SESSION 2**

FROM THE GROUP DISCUSSION:

---

FINAL CHALLENGE:

---

**SUMMARY:**

---



# 3

SESSION 3

## **THE LAW OF CONSISTENCY & THE LAW OF ENVIRONMENT**



AS YOU WATCH THE VIDEO SEGMENT FOR  
SESSION 3 AND LEARN FROM JOHN C. MAXWELL,  
FOLLOW ALONG CLOSELY IN THE NOTES.

AS YOU LISTEN, FILL IN THE BLANKS WITH THE  
KEY WORDS AS JOHN SPEAKS THEM.

**VIDEO NOTES FOR SESSION 3**

## THE LAW OF CONSISTENCY

LAW #4



Motivation gets you going; \_\_\_\_\_ keeps you growing.

The key to success in my life is consistency. I know that is a very boring word. But all you have to do is look at my track record.

I didn't want to be a motivational speaker, I wanted to be a motivational *teacher*. A motivational speaker makes you feel good, but the next day you're not sure why; a motivational teacher makes you feel good, but the next day you know why.

Ninety-nine percent of the thank-you's I get in life are not for what I said when I spoke; they're for the books I wrote, the CDs, and the kits that I developed.

The change in life doesn't happen when somebody speaks; the change in life happens when something gets in someone's hand and they take it home with them, and they look at that and they start working on that, and that starts working on them. That's where the change always occurs.

Malcolm Gladwell talks about the fact that those people who are excellent in their field have done it at least 10,000 times. I've spoken 12,000 times... no wonder I'm good at this!

*Consistency*. This is a huge law.

---

## **THREE PERSONAL GROWTH QUESTIONS**

---

So let me ask you three personal growth questions.

.....

**1. DO YOU KNOW \_\_\_\_\_ YOU NEED TO IMPROVE?**

- › You need to improve your \_\_\_\_\_ (and your “self” involves choices such as disciplines and attitude, how you think); and you need to improve your \_\_\_\_\_ (your abilities).

.....

**2. DO YOU KNOW \_\_\_\_\_ YOU NEED TO IMPROVE?**

- › You need to start very simple; and you need to do it daily.

.....

**3. DO YOU KNOW \_\_\_\_\_ YOU WANT TO KEEP IMPROVING?**

"THE WHY IS WHAT KEEPS  
YOU MOTIVATED LONG AFTER  
THAT RUSH OF ENERGY AND  
ENTHUSIASM WEARS OFF.  
YOUR WHY CAN CARRY YOU  
THROUGH WHEN WILL-POWER  
ISN'T ENOUGH. THINK OF YOUR  
WHY AS A POWER."

—LUCY BIERI

*Why power* is much more important than will-power. Will-power is just gritting your teeth and doing it whether you like it or not. But when you've got *why power*, you like it. You've got reasons why!

## TEN REASONS WHY I KEEP WORKING

**1**

I'M MAKING A  
DIFFERENCE.

**2**

I'M STILL  
GROWING.

**3**

I'M HIGHLY  
GIFTED.

**4**

I FEEL  
CALLED.

**5**

I LOVE MY  
TEAM.

**6**

I SENSE  
RESPONSIBILITY.

**7**

I LOVE NEW  
CHALLENGES.

**8**

IT'S FINANCIALLY  
REWARDING.

**9**

I WANT TO HAVE A  
LEGACY.

**10**

I ENJOY WHAT  
I DO.

When you have enough whys—you'll consistently \_\_\_\_\_.  
When you run out of whys—it's like running out of gas; you have no fuel to take you anywhere else.

## THE LAW OF ENVIRONMENT

LAW #5



Growth thrives in conducive surroundings.

You've got to change your environment. If you're not in a good environment you've got to change that environment, because there's environment that is conducive to growth and there's environment that is *not* conducive to growth.

“THE FIRST STEP  
TOWARD SUCCESS IS TAKEN  
WHEN YOU REFUSE TO BE  
A CAPTIVE OF THE  
ENVIRONMENT YOU FIRST  
FIND YOURSELF IN.”

—MARK CAIN

## **CHARACTERISTICS OF A GROWTH ENVIRONMENT**

---

Let me explain a growth environment.

.....

**1. WHEN YOU'RE IN A GROWTH ENVIRONMENT, YOU LOOK \_\_\_\_\_ THAN YOU REALLY ARE. WHEN YOU'RE IN A GROWTH ENVIRONMENT, EVERYBODY IS LIFTED BY THE GROWTH ENVIRONMENT, AND EVERYBODY DOES BETTER, PLAYS OVER THEIR HEAD, AND LOOKS BETTER THAN AT ANY OTHER TIME.**

- › And when you're in a bad environment for growth, a negative environment...you look *worse* than you really are.
  - › I wrote this down in 1976: "My growth environment is a place where \_\_\_\_\_ are ahead of me."
  - › If you're the head of the class—you're in the wrong class. You need to get out.
  - › You need to always be around people who are faster, quicker, better, smarter, sharper, more experienced than you are. If you are the best in the group, you've got to get out of the group real quick, because you'll begin to settle so fast.
- .....

**2. A GROWTH ENVIRONMENT IS A PLACE WHERE I'M CONTINUALLY \_\_\_\_\_ .**

.....

**3. A GROWTH ENVIRONMENT IS A PLACE WHERE MY FOCUS IS FORWARD.**

.....

**4. A GROWTH ENVIRONMENT IS A PLACE WHERE THE ATMOSPHERE IS \_\_\_\_\_ .**

.....

5. A GROWTH ENVIRONMENT IS A PLACE WHERE I'M OFTEN OUT OF MY COMFORT ZONE.

.....

6. A GROWTH ENVIRONMENT IS A PLACE WHERE I WAKE UP EXCITED.

.....

7. A GROWTH ENVIRONMENT IS A PLACE WHERE \_\_\_\_\_ IS NOT MY ENEMY.

.....

8. I KNOW THAT I'M IN A GROWTH ENVIRONMENT WHEN OTHERS ARE GROWING; I'M NOT THE ONLY ONE GROWING. WHEN YOU'RE THE STAR BECAUSE YOU'RE THE ONE THAT'S GROWING AND EVERYONE ELSE IS FADING—THERE'S A STATEMENT THERE.

.....

9. A GROWTH ENVIRONMENT IS A PLACE WHERE PEOPLE DESIRE \_\_\_\_\_.

.....

10. A GROWTH ENVIRONMENT IS A PLACE WHERE GROWTH IS MODELED AND EXPECTED.

## WHERE IT BEGINS

---

Now when we talk about a growth environment, there are too many people who wait for everything to be conducive for their growth. Let me say this:

The growth environment you need to create begins with \_\_\_\_\_ .

I'm asked this question all the time: "John...who keeps *you* motivated?" I've got a very simple answer: *me*. I learned many years ago not to depend on someone else to motivate me. If you depend on someone else to motivate you, they'll disappoint you.... If you wait on somebody to make your day, you're not going to have a good day. You've got to make your own day; you've got to \_\_\_\_\_ .

How do I do that? How do I motivate myself? How do I keep myself going?

How do I keep the energy level going? It's very simple.

Many years ago, I sat down and I realized, like many of you, I needed to refuel. This tank doesn't stay full automatically; it doesn't stay full forever. I began to look at the "fueling stations" for me, my \_\_\_\_\_ centers for life...where I could fill my tank again.

## **NOURISHMENT CENTERS IN MY LIFE**

(The nourishment centers you create have to be quickly accessible to you.)

.....  
 1. **MUSIC.** Ask yourself: What songs bring \_\_\_\_\_ to me?  
 .....

2. **THOUGHTS.** What thoughts inspire me?  
 .....

3. **EXPERIENCES.** What experiences \_\_\_\_\_ me?  
 .....

4. **FRIENDS.** What people encourage me?  
 .....

5. **RECREATION.** What recreation re-creates me?  
 .....

6. **SOUL.** What spiritual exercises \_\_\_\_\_ me?  
 .....

7. **HOPES.** What \_\_\_\_\_ inspire me?  
 .....

8. **HOME.** What family members care for me and nourish me?  
 .....

9. **GIFTEDNESS.** What gifts \_\_\_\_\_ me?  
 .....

10. **MEMORIES.** What memories make me smile?  
 .....

11. **BOOKS.** What books change me?  
 .....

These are nourishment centers. Sit down and make *your* list.

Make them simple and accessible to you.

## **YOUR FURTHER NOTES FOR SESSION 3**

FROM THE GROUP DISCUSSION:

---

FINAL CHALLENGE:

---

**SUMMARY:**

---



# 4

SESSION 4

## THE LAW OF DESIGN & THE LAW OF PAIN



AS YOU WATCH THE VIDEO SEGMENT FOR  
SESSION 4 AND LEARN FROM JOHN C. MAXWELL,  
FOLLOW ALONG CLOSELY IN THE NOTES.

AS YOU LISTEN, FILL IN THE BLANKS WITH THE  
KEY WORDS AS JOHN SPEAKS THEM.

**VIDEO NOTES FOR SESSION 4**

## THE LAW OF DESIGN

LAW #6



To maximize growth, develop strategies.

**“If you don’t design your own life plan,  
chances are you’ll fall into someone else’s plan.  
And guess what they have planned for you?  
Not much.”**

— JIM ROHN

So you’ve got to have a system. How do I define a “system”?

A “system” is the process of predictably achieving a goal based on a logical and specific set of \_\_\_\_\_.

There’s a *process* in it, it’s *predictable*, it’s based on a *goal*, and there are *how-to principles* in it.

More importantly, why is having a system so crucial to your success? Because to paraphrase Michael Gerber (author of *The E-Myth*), systems permit ordinary people to achieve extraordinary results *predictably*. However, without a system, even extraordinary people find it difficult to predictably achieve even ordinary results.

Systems \_\_\_\_\_ your time, money, and ability.

Systems are \_\_\_\_\_ for your personal growth.

According to Dr. Anders Ericsson (editor of *The Road to Excellence*), “improvement is related not just to practice, but to a *particular* kind of practice”—something Ericsson calls *deliberate practice*. Ericsson has

found that “no matter the field of expertise, when it comes to elite status, there is no correlation whatsoever between time in the profession and performance levels.”

That’s huge. There’s no correlation between time spent in your profession and your performance being excellent. That’s why people all their life do one thing, and they’re never any good at it.

Practice doesn’t make perfect; practice makes permanent—unless you understand systems and get \_\_\_\_\_ in how you practice.

## **SUMMARY: FOUR SYSTEM STATEMENTS**

---

- 1 A system is a particular course of action intended to achieve an objective.  
.....
- 2 A system helps ordinary people achieve extraordinary results.  
.....
- 3 Improvement is related to deliberate practice—a system.  
.....
- 4 There is no correlation between time in a profession and the performance level.  
.....

## SYSTEMS I USE

---

The systems I use in personal growth:

.....  
1. \_\_\_\_\_ .

- › Once I understood that I was going to be forever on a personal growth plan, and I was going to have to consume a lot of reading (because you've got to read a lot if you're going to grow), one of the first things I did was take a speed-reading course. I need to assimilate material very quickly. I do that so I can read more, so that I can consume more. That is a system, a system built on the big picture.

.....  
2. \_\_\_\_\_ .

- › The moment I understood priorities, I realized that there are times in the day when I work more effectively than at other times.
- › I'm a morning person. So I do my most important work in the morning. That's why I love getting up early.
- › Whatever part of the day you're good...in that time, you ought to only be doing the things that are your strengths—and that gives you the return. And you should be doing nothing else. You've got to stay in your "time zone" and keep it maximized.

.....  
3. \_\_\_\_\_ .

- › All systems have measurement in them. So how do you measure yourself?
- › One of my systems is, the last week of every year, I review my previous year. My reflection on the past year gives me my focus for the next year.
- › Kevin Myers' statement: "Reflection turns experience into insight."

---

4. \_\_\_\_\_ .

- › If you can't apply what you're learning, you can't grow.
- › Every time I learn something, I ask myself three questions:
  - › \_\_\_\_\_ can I use this?
  - › \_\_\_\_\_ can I use this?
  - › \_\_\_\_\_ needs to know it?
- › The quicker you can use something you've just learned, the greater you apply it.

---

5. \_\_\_\_\_ .

- › What is the number one time-waster? *Looking for things that are lost.* And why do people look for things that are lost? Because they didn't have a place to put them in the first place. They didn't have a system.

---

6. \_\_\_\_\_ .

- › That's the secret of your success; that's the secret of my success.
- › Systems allow you to \_\_\_\_\_ things through, then \_\_\_\_\_ .

Are you learning something?

Not near enough yet!

## THE LAW OF PAIN

LAW #7



Good management of bad experiences leads to great growth.

Every pain introduces a person to himself.

Treating bad experiences \_\_\_\_\_ in your life will bring your greatest growth times. We hate them—but they help us so much!

## CHARACTERISTICS OF BAD EXPERIENCES

Here's what I know about bad experiences.

1. \_\_\_\_\_ HAS THEM. "SOME DAYS YOU'RE THE PIGEON, AND SOME DAYS YOU'RE THE STATUE."

2. \_\_\_\_\_ LIKES THEM. EVEN THOUGH THEY'RE GOOD FOR US, I HAVE NEVER KNOWN ANYONE IN THEIR RIGHT MIND WHO SAID THEY JUST ABSOLUTELY EMBRACED, VALUED, COVETED, AND LOOKED FOR BAD THINGS TO HAPPEN TO THEM.

- › What we do like about experiences is when we come through them, we like what they teach us. We like the lessons; we just don't like the bad experiences.

3. \_\_\_\_\_ MAKE BAD EXPERIENCES POSITIVE EXPERIENCES.

People who turn pain into gain have developed a \_\_\_\_\_ life stance. I love this phrase: "positive life stance."

A positive life stance is a person's overall frame of reference—a set of \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_ people have about themselves, others, and their world.

Basically today you have either a positive life stance or you have a negative life stance.

## **BUILDING A POSITIVE LIFE STANCE**

I have a process that helped me in building a positive life stance.

.....  
1. LIFE IS FILLED WITH \_\_\_\_\_ AND \_\_\_\_\_ .  
.....

2. SOME OF THE GOOD AND BAD I \_\_\_\_\_ CONTROL...IT'S LIFE.  
.....

3. SOME OF THE GOOD AND BAD WILL \_\_\_\_\_ .  
.....

4. IF I HAVE A POSITIVE LIFE STANCE, THE GOOD AND BAD WILL BECOME  
\_\_\_\_\_  
.....

5. IF I HAVE A NEGATIVE LIFE STANCE, THE GOOD AND BAD WILL BECOME  
\_\_\_\_\_  
.....

6. THEREFORE I \_\_\_\_\_ A POSITIVE LIFE STANCE.  
.....

"SUCCESS IN LIFE COMES  
NOT FROM HOLDING A GOOD  
HAND, BUT IN PLAYING A  
POOR HAND WELL."

—WARREN LESTER

**YOUR FURTHER NOTES  
FOR SESSION 4**

FROM THE GROUP DISCUSSION:

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FINAL CHALLENGE:

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**SUMMARY:**

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# 5

SESSION 5

**THE LAW OF  
REFLECTION  
&  
THE LAW OF THE  
LADDER  
&  
THE LAW OF THE  
RUBBER BAND**



AS YOU WATCH THE VIDEO SEGMENT FOR  
SESSION 5 AND LEARN FROM JOHN C. MAXWELL,  
FOLLOW ALONG CLOSELY IN THE NOTES.

AS YOU LISTEN, FILL IN THE BLANKS WITH THE  
KEY WORDS AS JOHN SPEAKS THEM.

**VIDEO NOTES FOR SESSION 5**

## THE LAW OF REFLECTION

LAW #8



Learning to pause allows growth to catch up with you.

I would ask my children two questions all the time:



WHAT DID YOU LOVE MOST  
ABOUT THE DAY?



WHAT DID YOU LEARN?

Don't let people that you meet, experiences that you have, pass you without \_\_\_\_\_ on them.

I don't understand why people will go through a whole day and not call a time-out and *reflect* on their day. This is where gratitude happens in my life; it's where resolve to change happens in my life.

Experience is not the best teacher; \_\_\_\_\_ experience is the best teacher. If experience were the best teacher, then people, as they got older, would be wiser. Yet I know people who are older and they aren't one bit wiser.

It's not what you did; it's what you *learned* from what you did that's going to help you grow and develop yourself as a person.

## **QUESTIONS THAT PROMOTE REFLECTION**

---

Here are my reflection questions:

.....  
1. WHAT DID I \_\_\_\_\_ TODAY?

.....  
2. HOW CAN I \_\_\_\_\_ WHAT I LEARNED TODAY? LEARNING WITHOUT APPLICATION QUICKLY BECOMES LOST.

.....  
3. HOW CAN I \_\_\_\_\_ WHAT I LEARNED TODAY?

Those three very simple questions are great for reflection.

Reflection is the back end of my day, just like in the morning I look at where I'm going to be and what my schedule looks like for the day, and I ask myself on the front end, "What's the main event for the day? What's the most important thing I'm going to be doing today?"

I learned a long time ago that I don't have capacity to give everything 100 percent throughout the day. So I've got to decide: where am I going to get good?

## THE LAW OF THE LADDER

LAW #9



Character growth determines the height of your personal growth.

Think of character as climbing a ladder, getting you much higher than if you didn't have that ladder.

Let's talk about:

- > \_\_\_\_\_ — what I can *do* as a leader.
- > \_\_\_\_\_ — who I *am* as a leader.

They are equally important. In fact, they're like the two wings of an airplane; you've got to have both of them.

My character commitment is very simple:

I will be better on the \_\_\_\_\_ than I am on the \_\_\_\_\_ — \_\_\_\_\_ matters.

Better on the inside = \_\_\_\_\_ .

Better on the outside = \_\_\_\_\_ .

Reputation is what people *see*; character is what really *is*.

When you're better on the inside (character) than on the outside (reputation), over time you will become \_\_\_\_\_ on the outside. When you are stronger and better on the inside than you are on the outside, *over time* a lot of good things are going to happen on the outside.

But when you're better on the outside (reputation) than on the inside (character), over time you will become \_\_\_\_\_ on the outside.

## **INSIDE INSIGHTS**

---

Let me give you some inside insights.

.....  
1. THE INSIDE INFLUENCES THE \_\_\_\_\_ .

.....  
2. OUR INSIDE DEVELOPMENT IS TOTALLY WITHIN \_\_\_\_\_ .

.....  
3. INSIDE VICTORIES SHOULD \_\_\_\_\_ OUTSIDE ONES. AND  
WHEN INSIDE VICTORIES DO PRECEDE OUTSIDE ONES, YOU ARE GOING  
TO DEVELOP A TREMENDOUS HABIT OF WINNING A LOT. BEFORE I CAN  
DO, I MUST BE.

My mentor John Wooden used to say: "There's a choice you have to make in everything you do. So keep in mind that in the end, the choice you make makes you." That's character.

## THE LAW OF THE RUBBER BAND

LAW #10



Growth stops when you lose the tension between where you are and where you could be.

Life begins at the end of our comfort zone.

The only value a rubber band has for you or me is that it has to be stretched. Because when it's stretched, it holds things together. An unstretched rubber band is worthless.

In our life, the same thing goes. If we've not been stretched for a period of time, we're not going to be very effective. We're probably not going to accomplish the purpose that we're here for.

The comfort zone is characterized by doing the same \_\_\_\_\_ in the same \_\_\_\_\_ with the same \_\_\_\_\_ at the same \_\_\_\_\_ and getting the same \_\_\_\_\_ ... then asking the same \_\_\_\_\_ : *Why?* Why did this happen?

## **ADVANTAGES OF GETTING STRETCHED**

---

Experience has shown me that taking risks (getting stretched) has specific advantages.

.....

1. YOU LEARN THINGS \_\_\_\_\_ THAN THE PEOPLE WHO DON'T TAKE RISKS.

.....

2. YOU HAVE A BROADER RANGE OF \_\_\_\_\_ , BECAUSE YOU'RE DOING THINGS OTHER PEOPLE ARE NOT DOING.

.....

3. YOU BUMP INTO MORE OBSTACLES SOONER, BECAUSE AS SOON AS YOU START GETTING INTO THAT VIRGIN TERRITORY, YOU FIND WHERE THE HOLES ARE, THE STRETCHES, MORE THAN THE PEOPLE WHO PLAY IT SAFE.

.....

4. YOU LEARN TO GET AROUND THOSE OBSTACLES. IT'S NOT THAT YOU'RE SMARTER THAN THE OTHER GUY; YOU JUST GET A \_\_\_\_\_ EDUCATION \_\_\_\_\_ .

## **WHERE WE NEED STRETCHING**

---

Here are the two areas you need to stretch in:

**STRETCH IN THE AREAS OF YOUR \_\_\_\_\_ AND \_\_\_\_\_ .**

**STRETCHING IN THE AREAS OF YOUR STRENGTHS WILL \_\_\_\_\_ YOU.**

**STRETCHING IN THE AREAS OF YOUR WEAKNESS WILL \_\_\_\_\_ YOU.**

If you're in an area of natural strength, when you're challenged with it, you're excited to do it.

When you're in an area of weakness, when you're challenged with it, you're not excited.

This also works in the area of mistakes.

**MISTAKES IN MY AREA OF STRENGTHS \_\_\_\_\_ ME.**

**MISTAKES IN MY AREA OF WEAKNESSES \_\_\_\_\_ ME.**

When you fall short in something that you're not good at, it doesn't challenge you to get better; it just challenges you to get out.

You really want to stretch in the area of your strengths. We only have so much energy, and stretching causes us to use energy. I watch people stretching in areas that they're not good at, and I always wonder why they're wasting their energy there.

I'm very average and below average in a lot of areas, and I don't do much stretching in those areas.

When you're stretching and putting out energy, make sure that you're stretching in the right places.

To stretch in the wrong places is not going to give you that much return. It's really not worth it.

**YOUR FURTHER NOTES  
FOR SESSION 5**

FROM THE GROUP DISCUSSION:

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FINAL CHALLENGE:

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**SUMMARY:**

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The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry, no matter how small, should be recorded to ensure the integrity of the financial data. This includes not only sales and purchases but also expenses and income. The document provides a detailed list of items that should be tracked, such as inventory levels, accounts payable, and accounts receivable. It also outlines the procedures for recording these transactions, including the use of double-entry bookkeeping to ensure that the books balance.

The second part of the document focuses on the analysis of the financial data. It explains how to calculate key financial ratios and metrics, such as the gross profit margin, operating profit margin, and return on investment. These metrics are used to evaluate the company's performance and identify areas for improvement. The document also discusses the importance of comparing the company's performance to industry benchmarks and providing a clear explanation of any variances.

The final part of the document covers the preparation of financial statements. It provides a step-by-step guide to creating the income statement, balance sheet, and cash flow statement. It also discusses the importance of auditing the financial statements to ensure their accuracy and reliability. The document concludes with a summary of the key findings and recommendations for the future.

# 6

SESSION 6

## THE LAW OF TRADE-OFFS & THE LAW OF CURIOSITY



AS YOU WATCH THE VIDEO SEGMENT FOR  
SESSION 6 AND LEARN FROM JOHN C. MAXWELL,  
FOLLOW ALONG CLOSELY IN THE NOTES.

AS YOU LISTEN, FILL IN THE BLANKS WITH THE  
KEY WORDS AS JOHN SPEAKS THEM.

**VIDEO NOTES FOR SESSION 6**

## THE LAW OF TRADE-OFFS

LAW #11



You have to give up to grow up.

Trade-off choices cause me to ask the following questions:

.....  
1. WHAT ARE THE \_\_\_\_\_ AND \_\_\_\_\_ OF THIS  
TRADE-OFF?

.....  
2. WILL I \_\_\_\_\_ THROUGH THIS CHANGE OR WILL I  
\_\_\_\_\_ THROUGH THIS CHANGE?

**“The value of trade-offs is not to endure them;  
the good is to become better because of them.  
When I go through change it is because I am passive;  
I accept it as inevitable, so I sigh and say,  
‘I hope this comes out all right.’  
When I grow through change, I become active.  
I take control of my attitude, my emotions.  
Years ago I determined that while others  
may lead small lives, I would not;  
and while others may become victims,  
I would not; and while others will leave their future  
in others’ hands, I will not. And while others  
go through life, I will grow through it.  
That is my choice, and I will surrender it to no one.”**

## **THREE TRADE-OFF THOUGHTS**

---

Here are three trade-off thoughts we need to look at:

.....

**1. THE LOSS OF TRADE-OFFS IS USUALLY FELT \_\_\_\_\_ THE WIN. WHEN YOU AND I COME UP TO A DECISION, WE'VE GOT TO TRADE SOMETHING FOR WHAT WE'RE GOING TO GET.**

- › Almost always, when you trade something off, you let something go that is familiar, that you love. The first thing you feel is not exhilaration; you feel loss.

.....

**2. MOST TRADE-OFFS CAN BE MADE AT \_\_\_\_\_ TIME. AT ALMOST ANY TIME WE CAN GIVE UP A BAD HABIT FOR A GOOD HABIT, AND WE CAN MAKE TRADE-OFFS. OBVIOUSLY THE SOONER THE BETTER.**

.....

**3. THE \_\_\_\_\_ YOU CLIMB (THE MORE SUCCESSFUL YOU ARE), THE \_\_\_\_\_ THE TRADE-OFFS. PEOPLE LOOK AT PEOPLE WHO ARE SUCCESSFUL AND THINK, THEY'VE GOT AN EASY LIFE. NO, AS YOU GO HIGHER, YOUR TRADE-OFFS ARE MUCH TOUGHER. AS YOU BEGIN TO GROW AND DEVELOP, IT'S HARDER TO GIVE UP.**

It's a lot harder to give up something than to give up nothing.

**"The price of anything  
is the amount of \_\_\_\_\_  
you exchange for it."**

**—HENRY DAVID THOREAU**

**"Each success only buys an admission ticket  
to a more \_\_\_\_\_ problem."**

**—HENRY KISSINGER**

At the bottom we change because of \_\_\_\_\_. As we climb,  
we change for \_\_\_\_\_. Desperation is a higher motivator than  
inspiration.

Only through the wise exchange of trade-offs can we reach our  
\_\_\_\_\_.

I believe people that reach their potential, very carefully at certain times and  
crossroads of their lives, made good trade-offs.

A good trade-off is not what you immediately receive from it.

I think most people stop growing when they stop making trade-offs...when  
they say, "I'm not willing to give up anymore; what's inside the fence, I like."  
The day you stop making trade-offs is the day you truly start dying.

“THEY’RE AIN’T NO RULES  
AROUND HERE; WE’RE TRYING TO  
ACCOMPLISH SOMETHING.”

—THOMAS EDISON

## THE LAW OF CURIOSITY

LAW #12



Growth is driven by wanting to learn more.

There is nothing new under the sun—but there are lots of old things we don't know.

Curiosity is a state in which you want to learn more about something. A curious person has a \_\_\_\_\_ for knowledge. They're interested in life, people, ideas, experiences, and events.

I know people that are in the midst of exciting things, and they're not curious a bit.

This law is a natural law for me; I can't stand thinking I'm missing an experience. The Law of Curiosity has always served me very well.

**"The value of curiosity is greater than its thirst to learn. I believe curiosity is directly linked to \_\_\_\_\_ and \_\_\_\_\_. All three explore territory beyond the ordinary. All three extend thinking beyond the ordinary. All three extend possibilities beyond the ordinary. All three experience understanding beyond the ordinary. Curiosity begins with more questions than the ordinary. Imagination creates more options than the ordinary. Creativity finds more solutions than the ordinary. The result? \_\_\_\_\_ living."**

## CULTIVATING CURIOSITY

So how do you cultivate curiosity?

.....

### 1. HAVE A \_\_\_\_\_ MINDSET.

- › A beginner's mindset is not an age thing; it's an \_\_\_\_\_ thing.
- › A beginner's mindset asks a lot of questions and keeps asking until it gets answers.
- › A beginner's mindset is vulnerable; it has no image to uphold, and it wants to *learn* more than look good.
- › A beginner's mindset is not influenced by preset rules or acceptable behavior or thinking.
- › Have a beginner's mindset!

.....

### 2. LEARN SOMETHING NEW \_\_\_\_\_ .

- › When's the last time you learned something for the first time?

.....

### 3. MAKE FAILURE YOUR \_\_\_\_\_. UNDERSTAND THAT YOU'RE GOING TO FAIL. YOU'RE GOING TO FAIL A LOT MORE IN YOUR LIFE.

.....

### 4. STOP LOOKING FOR THE \_\_\_\_\_ ANSWER.

- › There are two fallacies to the "right answer" people. One, there is always more than \_\_\_\_\_ solution to a problem. To buy into the *only one right answer* is to stop the search for more and better ones. Two, the right answer, or the best one can always become \_\_\_\_\_ .
- › I love options.

.....

### 5. GET OUT OF THE \_\_\_\_\_ .

**YOUR FURTHER NOTES  
FOR SESSION 6**

FROM THE GROUP DISCUSSION:

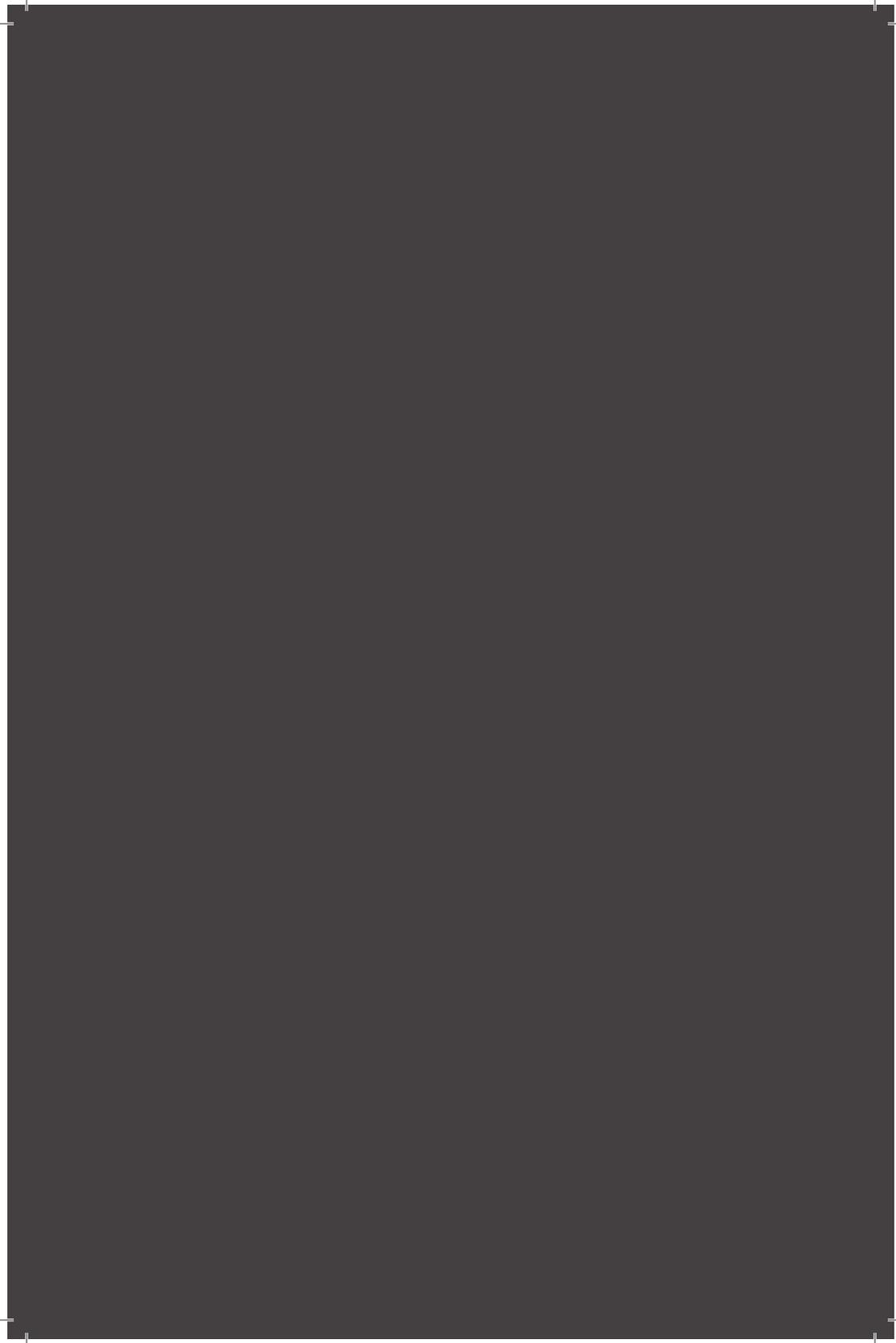
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FINAL CHALLENGE:

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**SUMMARY:**

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# 7

SESSION 7

## **THE LAW OF MODELING & THE LAW OF EXPANSION**



AS YOU WATCH THE VIDEO SEGMENT FOR  
SESSION 7 AND LEARN FROM JOHN C. MAXWELL,  
FOLLOW ALONG CLOSELY IN THE NOTES.

AS YOU LISTEN, FILL IN THE BLANKS WITH THE  
KEY WORDS AS JOHN SPEAKS THEM.

**VIDEO NOTES FOR SESSION 7**

## THE LAW OF MODELING

LAW #13



It's hard to improve when you have no one but yourself to follow.

"Follow me" are the most important words a leader will ever say.

### QUALITIES OF A MODEL YOU WANT TO FOLLOW

So what are the qualities of a model that you would want to follow?

.....

1. A WORTHY \_\_\_\_\_ . YOU KNOW THAT YOU'RE A WORTHY EXAMPLE WHEN THE PEOPLE THAT FOLLOW YOU BASICALLY SAY SOMETHING LIKE THIS: "SOMEDAY I'D LIKE TO BE JUST LIKE HIM"; "SOMEDAY I'D LIKE TO BE JUST LIKE HER."

.....

2. \_\_\_\_\_ EXPERIENCE. TO KNOW THE ROAD AHEAD, ASK THOSE COMING BACK.

.....

3. \_\_\_\_\_ AND \_\_\_\_\_ .

› Because the first question a follower asks of a leader is, "Do you \_\_\_\_\_ for me?"

.....

4. A TRACK RECORD OF \_\_\_\_\_ IN PEOPLE'S LIVES.

“AS I GROW OLDER,  
I PAY LESS ATTENTION TO WHAT  
MEN SAY; I JUST WATCH  
WHAT THEY DO.”

—ANDREW CARNEGIE

## THE LAW OF EXPANSION

LAW #14



Growth always increases your capacity.

Nike's statement: "There is no finish line."

Once you truly get stretched, you are never content to go back. It creates within you a total dissatisfaction to return to the "good old days."

I value the good old days; there are some wonderful things in my heritage that I'm very grateful for. But I have no desire to go back.

There is something about increasing your capacity that causes you not to want to turn around and look back.

You *can't get* to capacity...there's still more growth for you! There's more stretching room, there's more growing room. *You never run out of capacity* as long as you're stretching and expanding. That was a huge surprise for me.

I'm going to keep growing, and there's something about growing that excites me.

The great surprise about growing is the capacity to grow more. You don't tap it out; you don't arrive; you don't say, "Done! Finished!"

This is what allows people to *live* till they die. I think once they understand this, they say, "There's so much more to learn, there's still so much more to grow!"

That's the great thing about being in a growth plan. Once you fall in love with growing, you never have to stop. You never arrive, you never graduate, you never peak. You just still keep growing.

"90 percent is your potential number.

Experts usually agree that people typically use only 10 percent of their [redacted] ....  
The average person has big odds for improvement.  
The odds for expansion are very high—90 percent!

How can we miss?...

We're not 'almost there'; we've barely arrived!  
We possess hundreds of acres of possibilities,  
but we keep only one-half acre under cultivation.

The question is,

*How do we tap the 90 percent potential number?*

And the answer is found in [redacted] ...  
how we [redacted] and what we [redacted] ."

## CHANGING OUR THINKING

---

We've got to change how we think.

.....

### 1. WE NEED TO STOP THINKING " \_\_\_\_\_ WORKS" — AND START THINKING " \_\_\_\_\_ WORKS?"

- › If working longer and harder made you successful, then developing countries would already have been successful. I've traveled enough and watched poor people work hard to know that that's not the answer.
- .....

### 2. WE NEED TO STOP THINKING " \_\_\_\_\_" AND START THINKING " \_\_\_\_\_?"

- › "Can I?" is filled with questions and doubts. "How can I?"—you've already settled the issue that you're going to try it; now you're just going to say, "How can I do it?"
- .....

### 3. WE NEED TO STOP THINKING "ONE DOOR — \_\_\_\_\_ WAY" AND START THINKING. "MANY DOORS — \_\_\_\_\_ WAYS."

- › This idea that there's only *one* door of opportunity for you, and if you don't catch it and find it at the right time, you're lost—I don't know where we ever learned that, but that's a bunch of garbage.
- › If you find "the" open door, the first thing you're going to do when you get through it is you're going to get disappointed, because you're going to find out it doesn't have everything you thought it had on the other side.
- › One door just gives you access to go get another door, that gives you access to find another door, that gives you access to find another door...and by the time you really find everything that you need, you've gone through many doors.

## CHANGING WHAT WE DO

We not only need to change how we think, we need to change what we do.

1. STOP DOING ONLY THOSE THINGS YOU \_\_\_\_\_ — START DOING THOSE THINGS YOU \_\_\_\_\_ AND \_\_\_\_\_ DO.

**“At first you do what you know.  
But the more that you do what you know  
you will discover additional worthy things,  
innovative things, that you know you should do.  
At this point there’s a pivotal decision.  
If you know what you should do  
but continue to do what you’ve always done,  
you’re in a rut. But if you know what you should do  
and then do what you know you should do,  
you’re leading and you’re growing.  
Get out of your \_\_\_\_\_ zone.  
Stay in your \_\_\_\_\_ zone.”**

2. STOP DOING \_\_\_\_\_ IS EXPECTED — AND START DOING \_\_\_\_\_ THAN IS EXPECTED.

- › Jack Welch calls that “getting out of the pile.” Have your standards higher than the people that have standards for you.

3. STOP DOING IMPORTANT THINGS EVERY \_\_\_\_\_ IN A WHILE — START DOING IMPORTANT THINGS EVERY \_\_\_\_\_ .

- › If it’s important, don’t treat it like a birthday—once a year. Do it every day.
- › When you start growing...the more you know, the more you know that you don’t know. And the more you have done, the more you know that you haven’t done.... The more you experience, the more you realize you haven’t experienced near enough. It never runs out.

**YOUR FURTHER NOTES  
FOR SESSION 7**

FROM THE GROUP DISCUSSION:

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FINAL CHALLENGE:

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**SUMMARY:**

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# 8

SESSION 8

## THE LAW OF CONTRIBUTION



AS YOU WATCH THE VIDEO SEGMENT FOR  
SESSION 8 AND LEARN FROM JOHN C. MAXWELL,  
FOLLOW ALONG CLOSELY IN THE NOTES.

AS YOU LISTEN, FILL IN THE BLANKS WITH THE  
KEY WORDS AS JOHN SPEAKS THEM.

**VIDEO NOTES FOR SESSION 8**

## THE LAW OF CONTRIBUTION

LAW #15



Growing yourself enables you to grow others.

I've seen people who lived a very short time.... They didn't live very long, but they really did *live*. And I've known people who lived a whole long time, and you thought, *What a worthless trip*.

"IF YOU'RE NOT DOING  
SOMETHING WITH YOUR LIFE,  
IT DOESN'T MATTER HOW  
LONG IT IS."

## WISDOM FROM BEN FRANKLIN

"Every day of his adult life, Benjamin Franklin set aside time to examine two questions. The morning question was, 'What [redacted] shall I do today?' And the evening question was, 'What good have I done today?' Franklin once wrote, 'I would rather have it said, *He lived [redacted], than He died rich.*' More than just words, it was the way Franklin lived his life. Even his position as a printer fit his philosophical bent. He did not hoard his ideas, but he shared them, and everyone benefitted. He had an [redacted] mentality; instead of seeing the world in terms of how much money he could make, Franklin saw the world in terms of how many people he could help. To Benjamin Franklin, being useful was its own reward."

## YOUR REASON TO GROW

---

You want to do a personal growth plan, because that's how you reach your potential. But you want to reach your potential...so that now you have something you can give to others, so they can reach their potential. Your goal in life is, *You've got to get good so you can help other people get good*—and if *you* don't get good, they don't get good. And if *you* don't reach your potential, they don't reach their potential.

The whole reason for growth is, I've got to get better so I can help more people get better.

You cannot \_\_\_\_\_ what you do not \_\_\_\_\_ .

So every day, you and I should ask ourselves:

---

No matter what you have today to give, if you start growing,  
\_\_\_\_\_ you'll have something more to give.

That's the key to growth, and that's the key to life.

I think the happiest people are the people who are growing and learning, and then turning around and helping other people grow and learn.

To me there's no greater joy than taking what I'm learning and passing it on to you.

I'm getting you on a growth journey.

## BEYOND YOUR IMAGINATION

---

You think that you have potential *now* as you look at your future; you think that you have a good dream now as you look at your future; *you ain't seen nothing yet!*

I couldn't do a goal-setting seminar with integrity because my life and what I've been able to see accomplished is so much more than I could have ever imagined. Why is that?... Why am I seeing today so much more than I could have imagined? Because when I started my growth journey, I was small, and I couldn't imagine much. I couldn't see much. My little world was my little world. I couldn't imagine enough layers of jump and growth; I didn't have a clue it could happen. *But it happened.*

Everything that I am today I credit to two things: (1) the unbelievable blessings of God, which I do not deserve; and (2) the \_\_\_\_\_ I made in my middle twenties to develop a personal growth plan. I know I'm known for leadership; but four years before I went on my leadership journey...I started growing. And my growth brought me to the leadership journey. My growth got me to understand that everything rises and falls on leadership.

I'm just an average person that has a way-above-average desire to grow. And an average person with a \_\_\_\_\_ and a way-above-average desire to grow will always be more successful than a mega-gifted person who has no desire to grow.

There are songs within you, there are dreams within you—you have potential you don't even have a clue about. But you'll never get it unless you *start the growth journey.*

Because you're not able today to receive what you could be; you have to \_\_\_\_\_ to that. And as you grow to that, that frontier will be just a little further out, and you'll keep stretching.

And one day, what seemed so hard and difficult will become so simple and easy—but then there's something else hard and difficult out there. And you keep growing to it.

Don't let life come to you; you \_\_\_\_\_ to life.

Don't expect things to happen to you; go \_\_\_\_\_ things happen.

Happy growing! There is no finish line.

## **YOUR FURTHER NOTES FOR SESSION 8**

FROM THE GROUP DISCUSSION:

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FINAL CHALLENGE:

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**SUMMARY:**

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**OTHER  
RESOURCES**



## **BET ON YOURSELF & REACH YOUR POTENTIAL**

Growth is essential to your satisfaction and your success, but it doesn't just happen. It requires intentionality, focus and accountability. It also requires a plan. We've taken care of that.

THE MAXWELL PLAN FOR PERSONAL GROWTH IS THE GROWTH PLAN DESIGNED FOR YOUR BUSY LIFESTYLE AND BUILT ON SELECT AREAS FOR YOUR GROWTH AND DEVELOPMENT, SUCH AS:

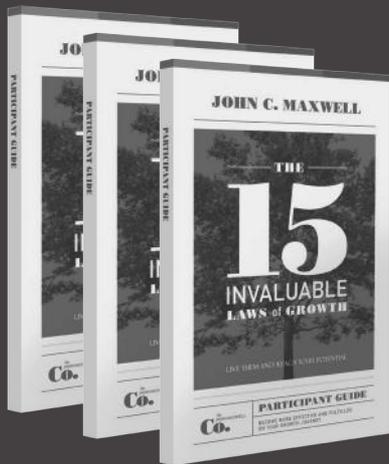
- .....  
**CHARACTER**  
.....
- .....  
**RELATIONSHIPS**  
.....
- .....  
**GOALS**  
.....
- .....  
**TEAMWORK**  
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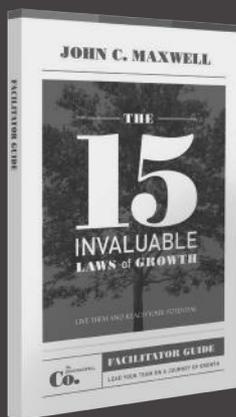


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