

## LESSON 15

### The Law of EDGE

#### *“The Difference Between Two Equally Talented Teams is Leadership”*

- Teams are always looking for an edge.
- Everyone is seeking for the magic formula that will lead to success. But what is the key to success? Is it talent? Hard work? Technology? Efficiency? To be successful the team needs all these things but it still needs something more that is leadership.
- **Personnel** determine the potential of the team.
- **Vision** determines the direction of the team.
- **Work ethic** determines the preparation of the team.
- **Leadership** determines the success of the team.
- Everything rises and falls on leadership. With a great leadership, the team can gain everything else it needs to go to the highest level.
- Look at any team that has achieved great success and you will find out that it has strong leadership.
- Leadership is all about understanding players, bringing them together, and getting them to work together as team to reach their potential.

#### WHY GOOD LEADERSHIP IS ESSENTIAL?

- **Leaders transfer ownership for work to those who execute the work.** For a team to succeed, responsibility must go down deep into the organization, down to the roots. Good leaders seldom restrict their teams, they release them.
- **Leaders create an environment where each team member wants to be responsible.** Different people require different kinds of motivation to do their best. Some needs encouragement; others need to be pushed while some will only rise when challenge comes. Good leader knows how to read people and how to make them take responsibility for their part on the team.
- **Leaders coach the development of personal capabilities.** The team only can reach its potential if each individual on the team reaches his potential. Effective leaders help each player to do just that. Help the players to improve themselves not just only in their job functions.
- **Leaders learn quickly and encourage others to learn rapidly.** Leaders lift themselves to a higher level before they lift others around them. Modeling comes first, then leadership. If everyone is improving then the team will improve.

#### THE LAWS OF LEADERSHIP IMPACT THE TEAM

##### Good leaders.....

- 1) Do not limit an organization as others do (The Law of Lid)
- 2) Have greater influence than other do (The Law of Influence)
- 3) Value the process of developing people than others do. (The Law of Process)
- 4) Prepare the team for the journey better than others do. (The Law of Navigation)
- 5) Communicate more effectively than others do. (The Law of E.F. Hutton)
- 6) Create momentum and lift the team to a greater height than others do. (The Law of Big Mo)

- 7) Stand on a foundation that is more solid than others' is. (The Law of Solid Ground)
- 8) Command greater respect than others do. (The Law of Respect)
- 9) Work on leadership issues earlier than others do. (The Law of Intuition)
- 10) Draw more leaders to themselves better than others do. (The Law of Magnetism)
- 11) Connect with people better than others do. (The Law of Connection)
- 12) Bring stronger key people around them than others do. (The Law of Inner Circle)
- 13) Reproduce more leaders than others do. (The Law of Reproduction)
- 14) Empower team members more than others do. (The Law of Empowerment)
- 15) Win with teams more than others do. (The Law of Victory)
- 16) Sell themselves and their vision to a greater degree than others do. (The Law of Buy-in)
- 17) Establish priorities more effectively than others do. (The Law of Priorities)
- 18) Understand and use timing more effectively than others do. (The Law of Priorities)
- 19) Give up their personal agendas more than others do. (The Law of Sacrifice)
- 20) Grow leaders and organizations faster than others do. (The Law of Explosive Growth)
- 21) Leave a legacy that lasts longer than others do. (The Law of Legacy)

***Team thoughts: Everything Rises and Falls on Leadership***

**Becoming better team member:**

You don't have to be the leader to be a leader on your team. Begin with the following process of improving your leadership skills today:

- Acknowledge the value of leadership.
- Take personal responsibility for your own leadership growth
- Out yourself on a leadership development program.
- Find a leadership mentor.

Once you have added value to yourself, you will be able to add value to influence and to help others on your team.

**Becoming a better team leader:**

- Attract the best leaders; people whose talent and potential are greater than your own.
- Develop the people already on your team. The stronger the leadership of the team, the greater the team's potential for success.

