



The Laws of Lifetime Growth

Dr. John C. Maxwell

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LESSON RESOURCE: *The Laws of Lifetime Growth*
by Dan Sullivan & Catherine Nomura

INTRODUCTION

The laws in this book are like mirrors you can use to reflect your behavior, to see if it's supporting or undermining your continued growth. Use them as you would a hallway mirror on your way out the door — do a quick check to make sure everything looks good, adjust if necessary, and then carry on. Or, take a longer, more studied look to reveal areas that might take more work to transform.

The laws are useful for this purpose because it's often hard to tell whether you're on the right path just by how you feel.

Laws = “You will continue to grow if...”

LAW #1:

Always make your _____ bigger than your
_____.

A bigger future is essential for lifetime growth. The past is useful because it is rich with experiences that are worth thinking about in new ways — and all of these valuable experiences can become raw material for creating an even bigger future.

Approach your past with this attitude, and you will have an insatiable desire for even better, more enjoyable experiences. Use your past to continually create a bigger future, and you will separate yourself from situations, relationships, and activities that can trap you there.

Future Thoughts:

1. *“The best thing about the future is that it comes only*

_____ at a time.”

— Abe Lincoln

Question: “How do you prepare for the future?”

_____ at a time.

Today Matters — The secret of your success is determined by your _____.

Daily, we are either _____ or

_____.

2. The future is that time when you’ll wish you had done what you _____

_____.

Don’t fear failure so much that you refuse new things. The saddest summary of a life contains three descriptions:

_____ have —

_____ have —

_____ have

3. We cannot rewrite the _____, but we can write the _____.

“Though you cannot go back and make a brand new start, my friend. Anyone can start from now, and make a brand new end.”

4. There are two ways to face the future.

(1) _____

(2) _____

5. Steps to making your future bigger than your past:

(1.) _____

(2.) _____

(3.) _____

(4.) _____

(5.) _____

LAW #2:

Always make your _____ bigger than your
_____.

Increased contribution to others is essential for lifetime growth. As you become more successful, numerous rewards will come your way: greater income, praise, recognition, reputation, status, capabilities, resources, and opportunities. These are all desirable things, but they can be growth stoppers. They may tempt you to become fixated on just the rewards, rather than focus on making still greater contributions.

The way to guarantee that rewards will continually increase is to not think too much about them. Instead, continue making an even more significant contribution — by helping others to eliminate their dangers, capture their opportunities, and maximize their strengths.

Greater rewards will automatically result from this, and your future will continue to be filled with increasingly rewarding ways to contribute. Always focus on creating new kinds of value for larger numbers of people, and you will ensure that your contribution is always greater than your reward.

— Sullivan & Nomura

“A life not lived for others is not a life.”

— Mother Teresa

Two Steps to Making Your Contribution Bigger Than Your Reward:

1. Adopt a _____ attitude.

This means you believe that you have to make some kind of valuable contribution to others before you deserve any reward.

If they don't succeed in offering something that others perceive as being valuable, they won't stay in business for long.

2. Be the _____ to help.

“You can get everything in life that you want IF you will just help enough other people get what they want.”

— Zig Zigler

My success is determined by the seeds I sow, not the harvest I reap.

LAW #3:

Always make your _____ greater than your

_____.

Increased performance is essential for lifetime growth. If you become more skillful and useful, you will receive greater applause from an expanding audience. This can be intoxicating, and the temptation will be to start organizing your life around other people's recognition and

praise — to keep repeating what got you the applause in the first place — rather than moving on to something new, better, and different.

When this happens, the danger is that applause will become more important to you than your improved performance. The greatest performers in all fields are those who always strive to get better. No matter how much acclaim they receive, they keep working to improve their performance. Continually work to surpass everything you've done so far, and your performance will always be greater than your applause.

— Sullivan & Nomura

Five Steps To Making Your Performance Greater Than Your Applause:

1. Be _____ driven instead of _____ driven.
Value _____ over _____.
2. Don't take yourself _____.
3. Don't take _____.
4. Set your _____ higher than others.

Always give people more than they expect to receive.

“Excellence is the gradual result of always striving to do better.”

— Pat Riley

“Great leaders are never satisfied with current levels of performance. They are restlessly driven by possibilities and potential achievements.”

— Donna Harrison

Set your standards high and keep them high. If you are interested in success, it's easy to set your standards in terms of other people's accomplishments. And then let other people measure you by those standards.

But the standards you set for yourself are always the more important. They should be higher than the standards anyone else would set for you, because in the end you have to live with yourself, and judge yourself, and feel good about yourself. And the best way to do that is to live up to your highest potential.

So set your standards high and keep them high, even if you think no one else is looking. Somebody out there will always notice, even if it's just you.

*Dianne Snedaker
President, Ketchum
Advertising/San Francisco*

5. Perform for an audience of _____.

LAW #4:

Always make your _____ greater than your
_____.

Increased gratitude is essential for lifetime growth. Only a small percentage of people are continually successful over the long run. These outstanding few recognize that every success comes through the assistance of many other people — and they are continually grateful for this support. Conversely, many people whose success stops at some point are in that position because they have cut themselves off from everyone who has helped them. They view themselves as the sole source of their achievements.

As they become more self-centered and isolated, they lose their creativity and ability to succeed. Continually acknowledge others' contributions, and you will automatically create room in your mind and in the world for much greater success. You will be motivated to achieve even more for those who have helped you. Focus on appreciating and thanking others, and the conditions will always grow to support your increasing success.

— Sullivan & Nomura

What we appreciate...appreciates!

We see the value in people and things through proactive gratitude. Once we see this value, we naturally treat these people and things with greater respect. People want to work with people who appreciate them. Resources are drawn to where they are valued most. The world responds to gratitude by making more of everything we appreciate available to us.

Those who add to us, _____ us to them.

Those who subtract, cause us to _____.

Gratitude, by its very nature, also automatically works to eliminate three mental characteristics that most undermine individual success in an interactive world:

(1) _____

(2) _____

(3) _____

*“A proud man is seldom a grateful man,
for he never thinks he gets what he deserves.”*

— Henry Ward Beecher

“The more you complain, the less you'll obtain.”

“Keep a grateful journal. Every night, list five things that happened this day that you are grateful for. What it will begin to do is change your perspective of your day and your life. If you can learn to focus on what you have, you will always see that the universe is abundant; you will have more. If you concentrate on what you don’t have, you will never have enough.”

— Oprah Winfrey

“If you learn to appreciate more of what you already have, you’ll find yourself having more to appreciate.”

— Michael Angier

LAW #5:

Always make your _____ greater than your

_____.

Cooperation is essential for lifetime growth. When people come together around a common purpose, they can achieve results that no individual could accomplish alone. Working with others and creating opportunities for increased cooperation makes greater things possible in our lives and in the world.

Yet some people mistakenly assume that if they work with others or treat coworkers as equally valuable contributors, people will somehow think less of them, or it will diminish or obscure the value of their own contribution. These people’s attachment to their status keeps them from cooperating with others and puts a ceiling on their growth.

Always make your cooperation greater than your status, and you will find unlimited possibilities and synergize in combining your talents and opportunities with those of others.

— Sullivan & Nomura

For most people, status comes as your contributions and achievements grow, and you are recognized for them. While there's nothing wrong with being recognized, if your primary goal becomes achieving or preserving a level of status, you will cut yourself off from an important source of more wide-ranging achievement and growth: cooperation with others.

When status rises above cooperation...

(1) _____ become
obstacles to progress.

(2) Undue effort is exerted to never appear
_____.

The Laws of the Big Picture — “The goal is more important than the role.” “If you think you are the entire picture, you will never see the big picture.”

LAW #6:

Always make your _____ greater than your
_____.

Greater purpose is essential for lifetime growth. Many people start off their careers thinking that money is the goal. Money can be a useful measure of success or progress in certain circumstances, and it's a resource we can use to realize greater possibilities, but at some point money without purpose loses its meaning. Money as an end becomes a growth stopper.

Having a purpose that is greater than yourself will give you a constant impetus to strive. Purpose gives life meaning and helps us to direct and focus our talents and efforts. It also attracts the talents and energies of others whose purposes align with our own.

Think of money only as a means of achieving a greater purpose, and you'll attract all the resources and rewards that make up a rich life, not just money.

Success is _____ my purpose in life,
_____ to my maximum potential,
_____ seeds that benefit others.

Your Roadmap to Success

How do you find your purpose?

- (1) _____ — What do I love?
- (2) _____ — What is my strength zone?

REVIEW:

Always Make the Future Bigger Than Your Past.

Always Make Your Contribution Bigger Than Your Reward.

Always Make Your Performance Greater Than Your Applause.

Always Make Gratitude Greater Than Your Success.

Always Make Cooperation Greater Than Your Status.

Always Make Purpose Greater Than Your Money.

“Peek performers do not see accomplishment as a fixed state, nor as a safe haven in which the individual is moored, completed, finished. Not once have I heard a peak performer speak of an end to challenge, excitement, curiosity, and wonder. Quite the contrary. One of their most engaging characteristics is an infectious talent for moving into the future, generating new challenges, living with a sense of more work to be done.”

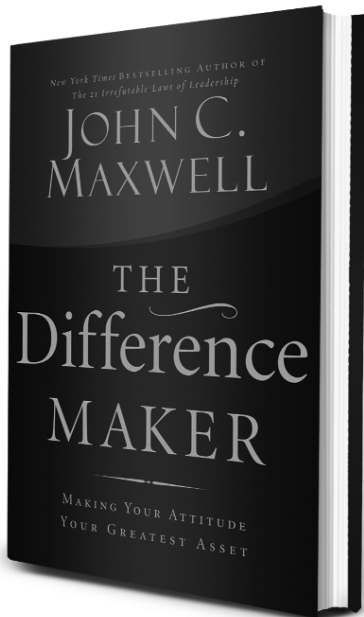
— Charles Garfield

Ruts are the opponent of innovation. 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 you have a pivotal decision to make!

If you know what you should do but continue to do what you have always done, you are in a rut. But, if you know what you should do and then do what you know you should do, you are leading and growing.

Answers: Future; Past; One Day; One Day; Daily Agenda; Repairing; Preparing; Aren't Doing Now; Could; Might; Should; Past; Future; Apprehension; Anticipation; Review; Reflect; Recover; Rearrange; Recharge; Contribution; Reward; No Entitlement; First; Performance; Applause; Growth; Goal; Process; Event; Seriously; Shortcuts; Standards; One; Gratitude; Success; Draw; Withdraw; Isolation; Egotism; Arrogance; Cooperation; Status; Personal Agendas; Wrong; Purpose; Money; Knowing; Growing; Sowing; Passion; Talents



Leadership expert John C. Maxwell believes attitude is one thing that can make all the difference in your life - and now shows you how you can make it your best asset.

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