

## **A Concise Summary of the The John C. Maxwell Programs Offered by Dave Chapman**

### **Leadership Gold: Lessons I've Learned from a Lifetime of Leadership**

Smart leaders learn from their own mistakes. Smarter ones learn from others' mistakes - and successes. This program is structured to help you become the smartest leader you can be by sharing John's experience and knowledge with you. Each step contains detailed application exercises and a "Mentoring Moment" for leaders who desire to mentor others.

### **The 15 Invaluable Laws of Growth**

There are tried and true principles that are always certain to help a person grow. John Maxwell designed this program to teach us, among other lessons –

- The Law of the Mirror: You Must See Value in Yourself to Add Value to Yourself
- The Law of Awareness: You Must Know Yourself to Grow Yourself
- The Law of Modeling: It's Hard to Improve When You Have No One But Yourself to Follow
- The Law of the Rubber Band: Growth Stops When You Lose the Tension Between Where You are and Where You Could Be
- The Law of Contribution: Developing Yourself Enables You to Develop Others

### **Becoming a Person of Influence: How to Positively Impact the Lives of Others**

This program will help you and your team increase your impact on others by Becoming a Person of Influence. Learn simple, insightful ways to interact more positively with others, and watch your personal and organizational success go off the charts. Managers will see their employees respond with new enthusiasm. Salespeople will break records. These insights are easy to apply to everyday life. Whether your desire is to build a business, strengthen your children, or reach the world, you can achieve it by raising your level of influence in the lives of others.

### **Everyone Communicates, Few Connect: What the Most Effective People Do Differently**

Only one thing stands between you and success. It isn't experience. It isn't talent. World-renowned leadership expert John C. Maxwell says if you want to succeed, you must learn how to connect with people. And while it may seem like some folks are just born with it, the fact is *anyone* can learn how to make every communication an opportunity for a powerful connection. In this program, *Everyone Communicates, Few Connect*, we share the Five Principles and Five Practices to develop the crucial skill of connecting, including:

- Finding common ground
- Keeping your communication simple
- Capturing people's interest
- Inspiring people
- Staying authentic in all your relationships

The ability to connect with others is a major determining factor in reaching your full potential. It's no secret. Connecting is a skill you can learn and apply in your personal, professional, and family relationships—and you can start now!

### **Put Your Dream to the Test: 10 Questions to Help You See It and Seize It**

What's the difference between a dreamer and someone who achieves a dream?

According to John Maxwell, the answer lies in answering ten powerful, yet straightforward, questions. Whether you've lost sight of an old dream or you are searching for a new one within you, Put Your Dream to the Test provides a step-by-step action plan that you can start using today to see, own, and reach your dream.

This program draws on Dr. Maxwell's forty years of mentoring experience to expertly guide you through the ten questions required of every successful dreamer. "It's one thing to have a dream. It's another to do the things needed to achieve it," says Maxwell. "If you're willing to put your dream to the test and do what's needed to answer yes to the ten dream questions, then your odds are very good for seeing your dream become reality." Don't leave your dream to chance. This program is a must and can make the difference between failure and success.

### **The 360 Degree Leader: Developing Your Influence from Anywhere in the Organization**

Don't wait for that promotion! Start leading NOW...right where you are! What's the number one question leadership expert John C. Maxwell is asked while conducting his leadership conferences? "How can I implement what you teach when I'm not the top leader?" Is it possible to lead well when you're not the top dog? How about if the person you work for is a bad leader? The answer is a resounding yes!

Welcome to The 360° Leader. People who desire to lead from the middle of organizations face unique challenges. And they are often held back by myths that prevent them from developing their influence. Dr. Maxwell, one of the globe's most trusted leadership mentors, debunks the myths, shows you how to overcome the challenges, and teaches you the skills you need to become a 360° leader.

If you have found yourself trying to lead from the middle of the organization, as the vast majority of professionals do, then you need Maxwell's insights. You have a unique opportunity to exercise influence in all directions—up (to the boss), across (among your peers), and down (to those you lead). The good news is that your influence is greater than you know. Practice the disciplines of 360° leadership and the opportunities will be endless . . . for your organization, for your career, and for your life.