THE
15
INVALUABLE
LAWS OF
GROWTH

FACILITATOR’S
GUIDE

Based on the book
by John C. Maxwell
“Live these laws, and reach your potential”

Content Description

The most published author on Leadership in the world has turned his attention to the subject of personal growth. For over 50 years, Dr. John C. Maxwell has been passionate about personal development. This book reminds the reader that Potential is one of the most powerful words in any language. A person's potential implies possibilities, it heralds hope, and it unveils greatness. In The 15 Invaluable Laws of Growth, Maxwell shares the core of what he has learned about developing yourself so that have the best chance of becoming the person you were created to be.
# Table of Contents

Introduction ........................................................................................................................................ 4

1 – The Law Of Intentionality – *Growth Doesn't Just Happen* .................................................. 8

2 – The Law Of Awareness – *You Must Know Yourself To Grow Yourself* .......................... 15

3 – The Law Of The Mirror – *You Must See Value In Yourself To Add Value To Yourself* .......... 22


6 – The Law Of Environment – *Growth Thrives In Conducive Environments* ....................... 38

7 – The Law Of Design – *To Maximize Growth, Develop Strategies* ........................................ 44

8 – The Law Of Pain – *Good Management Of Bad Experiences Leads To Great Growth* .......... 48

9 – The Law Of The Ladder – *Character Growth Determines The Height Of Your Personal Growth* ........................................................................................................................................ 53

10 – The Law Of The Rubber Band – *Growth Stops When You Lose The Tension Between Where You Are And Where You Could Be* ................................................................................. 58

11 – The Law Of Tradeoffs – *You Have To Give Up To Grow Up* .............................................. 63

12 – The Law Of Curiosity – *Growth Is Stimulated By Asking Why?* ........................................ 69

13 – The Law Of Modeling – *It's Hard To Improve When You Have No One Else But Yourself To Follow* ..................................................................................................................................... 74

14 – The Law Of Expansion – *Growth Always Increases Your Capacity* ................................ 78

15 – The Law Of Contribution – *Growing Yourself Enables You To Grow Others* .................. 83
INTRODUCTION

The Mastermind Concept

A. Concept of the Mastermind Group:

A gathering of like-minded people who desire to focus on and achieve their goals through the study of a specific set of information and or material usually from one specific book or author.

B. This Mastermind Guide

The focus of this mastermind guide is the book, “The 15 Invaluable Laws of Growth” by John C. Maxwell. This group should have a strong desire to fulfill their own personal potential thereby making them more effective in their own lives.

C. Rules of Participation:

1. Meetings will be held in a quiet space free from interruption.
2. Cell phones and all other electronic devices will be turned off for the duration of the meetings.
3. Meetings will start and end promptly; however, late arrivals will be allowed to enter the meeting.
4. Members should provide prior notification to the teacher/coach/leader if they are unable to attend.
5. Members are expected to obtain and read the book and be ready for each MMG meeting by having read the material prior to the MMG.

D. Meetings should last no less than one hour and should not exceed 90 minutes. This timing has been tested and proven over many years and in many situations. It can become very easy to feel like “they really wanted to talk longer” but this can also leave others who have made the same time commitment feel as if their time is not important.

E. Facilitating Group Rapport:

1. Encourage members to support each other throughout the week by keeping in touch via email or a phone call. This “touching base” cannot be underestimated as to importance.
2. Check in on each other to share successes or provide support if someone finds themselves facing a challenge or problem.

3. Utilize the group discussion to generate ideas or suggestions. Remember, this is a “Mastermind” where we are all learning from one another.

F. Showing Appreciation:

1. When beginning each MMG session, be sure to let all in attendance know how much you have been looking forward to this very moment in time, and how this time is so important for us all.

2. Be sure to thank everyone for being there and their participation and adherence to the rules.

Conducting a Meeting

- Lead the conversation in the teacher/student model.
- Keep the discussion flowing, fast and forward. – It is more important to keep moving than to cover every detail. Maintain the group’s attention.
- Be certain not to allow any one person to dominate the discussion.
- Allow a set amount of time for your group to review the points made.
- Set aside time to go through any assignment for the next meeting.
- Be appreciative.
I. Preface – The 15 Invaluable Laws of Growth

A. Add value to your leadership ... John Maxwell's “golden” rules

A. Continual learning and growing is a part of the process.

B. Look to other leaders as examples – I have.

C. You don't have to be an expert or even a leader to understand what I’m teaching.

D. There will be trials and errors. The key is not to make the same mistake twice.

E. Your ability to become a better leader depends on how you respond.

F. Effective leaders are always engaged in this paradigm of learning cycle:
   1. Learn it
   2. Live it
   3. Lead it

Throughout this guide you will see this paradigm restated as a means to remind you and your fellow Master Mind learners of how the material fits into each of these important steps in the learning cycle.

B. …because growth makes a difference!

C. This is John’s third “laws” book

1. The first book focused on helping leaders to become better leaders. (The 21 Irrefutable Laws of Leadership)

2. The second book was written to help teams develop stronger teamwork. (The 17 Indisputable Laws of Teamwork)

3. This book was written to help individuals fulfill their potential in any situation of their life.
D. To discover your own purpose and potential, you need to grow in the following areas:

1. Self-awareness
2. Character
3. Skills
4. Relationships
5. Spiritually

E. To grow, you will have to put these laws into action, not only learn them.

F. It is recommended that each person keep a personal growth journal to track and measure their growth through this study.
LEARN IT

“Do you have a plan to grow?”

II. Personal growth is not a natural process in most people’s lives.

A. Ask this question: “How do you think this building we are in right now was built?”

B. In what order were the parts of the building put in place?

C. What do you think John meant when he said, “If you focus on goals, you may hit the goals, but that doesn’t guarantee growth? If you focus on growth, you will grow and always hit growth.”

1. What is the difference between “goals” and “growing”?

III. Growth Gap Traps

1. The Assumption Gap – “I assume that I will automatically grow.”

   A. If one assumes he/she will automatically grow, what is the likely outcome?

   B. How can one know if they are growing or not?

2. The Knowledge Gap – “I don’t know how to grow”

   A. Not knowing how to grow can be a powerful reason to simply not try to grow.

   B. If one does not know how to grow, then one needs to ask those who do. This study is a great start.
3. **The Timing Gap** – “*It’s not the right time to begin.*”
   
   A. Discuss “The Law Of Diminishing Intent”.
   
   B. What happens the longer we wait to begin our journey?
   
   C. List some of the reasons (excuses) one might offer for the timing of personal growth not being right.
   
   D. Ask the group, “What do you think about the idea of starting your journey even though you are scared and unprepared?”

4. **The Mistake Gap** – “*I am afraid of making mistakes*”
   
   A. Remember, growing is not always a clean and neat pursuit.
   
   B. Discuss the question asked by Robert Schuller, “What would you attempt if you knew you would not fail?”
   
   C. Talk about this idea: “Once we decide to grow, we must expect mistakes and welcome them as a sign that we are moving in the right direction.”

5. **The Perfection Gap** – “*I have to find the best way before I start*”
   
   A. Where the Mistake Gap says, “I can't move out of fear of making a mistake”; the Perfection Gap says, “I will move only when I have the perfect plan.
   
   B. Both of the above Gaps are simply excuses for not starting at all!
   
   C. The best plans for growing happen as we grow, not before we grow.

6. **The Inspiration Gap** – “*I don't feel like doing it.*”
   
   A. Out of all the Gaps, this is the one that requires a simple decision: “Will I do it or not?”
   
   B. Discuss this truth: “The major difference between those who do it, and those who don't do it, is those who do it, do it.”
   
   C. Feelings are unreliable – Action will make the difference.
   
   D. Discuss this truth: “You are more likely to act yourself into a feeling than feel yourself into an action.”
E. How many pages could one fill with excuses to not start growing?

7. The Comparison Gap – “Others are better than I am”
   A. Two truths about others:
      1. There is always someone better.
      2. Rejoice for the better ones, for you will learn from those out in front of you!
   B. Someone may be looking to YOU as the better – show them the way!

8. The Expectation Gap – “I thought it would be easier than this.”
   A. Lay out this paradigm (What is “lucky” is usually not)
      Preparation (growth) + Attitude + Opportunity + Action (doing something about it) = Luck
   B. If Rome was not built in a day, how long are you willing to give yourself to grow?
   C. Growing starts with Preparation – this study is part of your preparation.

LIVE IT
“Start Making Your Plan…NOW”

IV. MAKING THE TRANSITION TO INTENTIONAL GROWTH

A. Ask the Big Questions Now
   1. Where do you want to go in life?
   2. What direction do you want to go?
   3. What’s the farthest you can imagine going?
   4. How long will this take?

Not having all the answers to these questions immediately is normal. But ASK them and keep exploring them daily!
B. Do It Now

1. Look at your watch right now and tell me when “Some Day” strikes?
2. Cite this saying, “Now is the best time to start anything.”

C. Face The Fear Factor

1. Fear of failure
2. Fear of trading security for the unknown
   A. Discuss this reality: “Security is a myth”
3. Fear of being overextended on resources; time, money, energy
4. Fear of what others think
5. Fear that success will push others away

Now ask yourself: “Which emotion is stronger; the desire to change and grow, or one of these fears.”
D. Change From Accidental To Intentional Growth

Rate yourself on this chart. Place an X on the chart to show where you see yourself right now in each of these life trajectories.

<table>
<thead>
<tr>
<th>Accidental Growth</th>
<th>Intentional Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plans to start tomorrow</td>
<td>Insists on starting now</td>
</tr>
<tr>
<td>Waits for growth to come</td>
<td>Takes responsibility to grow</td>
</tr>
<tr>
<td>Learns only from mistakes</td>
<td>Learns before mistakes</td>
</tr>
<tr>
<td>Depends on good luck</td>
<td>Relies on hard work</td>
</tr>
<tr>
<td>Quits early and often</td>
<td>Perseveres long and hard</td>
</tr>
<tr>
<td>Falls into bad habits</td>
<td>Fights for good habits</td>
</tr>
<tr>
<td>Talks big</td>
<td>Follows through</td>
</tr>
<tr>
<td>Plays it safe</td>
<td>Takes risks</td>
</tr>
<tr>
<td>Thinks like a victim</td>
<td>Thinks like a learner</td>
</tr>
<tr>
<td>Relies on talent</td>
<td>Relies on character</td>
</tr>
<tr>
<td>Stops learning after graduation</td>
<td>Never stops learning</td>
</tr>
</tbody>
</table>
LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

V. Applying the Law of Intentionality to your Life

A. Reviewing the Gaps, ask yourself which of these gaps has presented the greatest challenge for you?

1. The Assumption Gap – I assume I will automatically grow
2. The Knowledge Gap - I don't know how to grow
3. The Timing Gap – It's not the right time to grow
4. The Mistake Gap – I am afraid of growing
5. The Perfection Gap – I have to find the best way before I can start growing
6. The Inspiration Gap – I don't feel like growing
7. The Comparison Gap – Others are better than I am
8. The Expectation Gap – I thought it would be easier than this

Facilitation Questions Options

OVERCOME GROWING PAINS
(Specific Steps to Amazing Growth)

Want to really grow? Take some time and write out a growth plan to address each area above. And take the first step TODAY to grow.

Look at your calendar for the next year: Schedule specific, timed and focused growth plans. If you think you don't have to time to schedule something else, imagine what last year could have looked like if you had scheduled plans for growing.

Remember, growing is not a goal, but a life-long process that MUST start with being intentional. While scheduling growth time may seem simplistic, it IS the beginning of action intention.

Read the next chapter – The Law of Awareness
Master Mind Facilitator Plan for the Law of Awareness and for next week’s Meeting:

Remember, the three E’s of a GREAT MMG:

**Expectation** – When you ask your fellow learners to read, to share, and to learn, they will sense the expectation you have for their success.

**Excitement** – When the leader is excited, the followers will become excited too. They may ask themselves, “Just what is it this person knows that makes them into this material?”

**Encouragement** – Sharing victories, offering hope and lifting up each participant will help bring them back next week.

**Read chapter Two – The Law of Awareness**

1. Ask the participants to be ready to share any insights they may have gained over the next week.

2. Continually make connections backwards to each law so that the “Learn It, Live it, Lead It” paradigm will solidify in their hearts and minds as well.
LAW 2 — CHAPTER 2

The Law of Awareness
You Must Know Yourself To Grow Yourself

LEARN IT

“Who Are You?”

I. Do You Have A Sense Of Direction? (You have to know who you are)

A. Recount the story of Henry M.
   1. While this is an extreme story, is it possible that many live their lives as if what they just experienced didn't really matter?

B. To grow yourself, you must know the following:
   1. Your Strengths
   2. Your Weaknesses
   3. Your Interests
   4. Your Opportunities

C. Knowing these four critical areas of your life tells you “Where you are”.

D. To reach your full potential, you MUST know where you are, and where you want to be.

II. There are three kinds of people when it comes to finding direction:

A. People who don’t know what they would like to do.
   1. They are confused.

B. People who know what they want to do, but don’t do it.
   1. They are frustrated.
C. People who know what they want to do, and do it.

1. These people are fulfilled.

LIVE IT

“Becoming Aware Of Your Own Identity”

III. How To Find Your Passion and Purpose

A. Discuss the need for personal “awareness”

1. What does it mean to be personally aware?

Explore these following questions regarding finding your passion and purpose.

B. Do you like what you are doing now?

1. If you are not enjoying what you do for a living, you need to take some time to explore why?

2. Consider this example: If a person sets out to run a mile, and three quarters of a mile ahead there is a cliff, should that person try to finish running the mile just because he started out to do so?
   a. What if what we are doing right now is simply the wrong direction?

3. Changing what you are doing is a risk, but what if you don't change? Which risk would you rather live with?

C. What would you like to do?

1. This is the question of direct passion.

2. There is a definite connection between finding your passion and reaching your potential.
   a. Discuss the reasons passion helps one reach their potential.
      1. You can't go where you hate going.
      2. Passion gives you an advantage over those who have none.
      3. Passion gives you energy.

3. Finding your passion requires listening to your heart. Feelings matter!
D. Can you do what you would like to do?

1. Dreams are necessary for success. But not every dream is possible due to natural limits.
   a. Do you know the difference between what you want and what you are good at?
   b. Do you know what drives you and gives you satisfaction?
   c. Do you know what your values and priorities are, and what are your organization's values and priorities are?
   d. What happens when your values and priorities differ with the organization of which you are a part? Are you willing to change yours?

2. Discuss this quote by Samuel Johnson: “Almost every man wastes part of his life in attempts to display qualities which he does not possess.”
   a. What are your unique talents and gifts?

E. Do you know why you want to do what you would like to do?

This is the Motives question.

1. Even good things done with the wrong motive can become a disaster.

F. Do you know what to do so you can do what you want to do?

This is the “What now?” question

1. **Awareness** – Becoming very conscious of every choice you make.

2. **Action** – The major difference between those who do it and those who don't do it, is those who do it, do it.

3. **Accountability** – This can be shared accountability with a friend or coach, or personal accountability.
G. Do you know people who do what you’d like to do?

This is the question of mentors and coaches – do you have one or more?

Discuss these “BE” Principles:

1. **Get committed** – if you have to, pay people for their time and advise.
2. **Be consistent** – Meet regularly with someone who can help you.
3. **Be creative** – Learn from people even if you can’t meet them.
4. **Be purposeful** – Prepare for every interaction: don't wing it!
5. **Be reflective** – Reflect on each encounter and discover what you are learning.
6. **Be grateful** – ALWAYS show appreciation for what you are learning from others.

H. Should you do what you would like to do with them?

*If you find a mentor, you have some responsibilities to this relationship:*

1. Possess a teachable spirit
2. Always be prepared
3. Ask questions
4. Demonstrate learning from them
5. Be accountable

*If you are a mentor, you should focus your teaching on the following areas:*

1. Strengths
2. Temperament
3. Track Record
4. Passion
5. Choices
6. Advice
7. Support and resources
8. Feedback
9. Encouragement
In the mentoring relationship, it is important for the mentee to explore his/her own learning by observing this process:

Here is what I asked you…
Here is what I heard you share with me…
Here is what I did
Now, can I ask your more questions?

The goal is to find a mentoring relationship that is mutually beneficial.

I. Will you pay the price to do what you want to do?
   1. Explore this notion: “What will it cost to change? It will cost everything.”
   2. Read the poetic quote on page 30-31 – Remember, most people are not willing to pay the price for change.

J. When can you start doing what you’d like to do?
   1. Talk about the idea of starting scared and unprepared.
   2. Ask your group this question: When will you start doing what you want to do? Look at your watch and tell me when it strikes “Someday”?

K. What will it be like when you get to do what you want to do?
   This is the question of defining success
   1. What does success look like?
   2. Explore this statement: “The two greatest days in your life are when you are born and the day you discover why.”
**LEAD IT**

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

IV. Applying the Law of Awareness to your Life

<table>
<thead>
<tr>
<th>Facilitation Questions Options</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OVERCOME GROWING PAINS</strong></td>
</tr>
<tr>
<td><em>(Specific Steps to Amazing Growth)</em></td>
</tr>
</tbody>
</table>

- Spend a significant amount of time and answer these questions for your own life:
  - What would you like to do?
  - What talents, skills and opportunities do you possess that support your desire to do it?
  - What are your motives for wanting to do it?
  - What steps must you take (beginning today) to start doing what you want to do?
    - Awareness
    - Action
    - Accountability
  - What advice can you get along the way?
  - What price are you willing to pay?
  - What will it cost in time?
  - Resources?
  - Sacrifices?
  - Where do you most need to grow?

Start with strengths and the future more than weaknesses and the past.

Read the next chapter and be ready for the next meeting – *The Law of The Mirror*
Master Mind Facilitator Plan for the Law of The Mirror and for next week’s Meeting:

Remember, the three E’s of a GREAT MMG:

Read Chapter Three – *The Law of The Mirror*

- Be sure to encourage every participant to evaluate the questions at the end of this last chapter.
- Remind them that many of these questions will take time and to not get discouraged if the answers don't come rapidly.
- Next week’s lesson will help you and your MMG study take a serious look at their image of themselves. Be ready for open and frank discussion.
LEARN IT
“Developing Self”
I. Review the definition of “Potential”
   A. List some of the known barriers to one’s potential.

II. A Look In The Mirror – The Power Of Positive Self Esteem
   1. Self Image and Self Esteem
   2. Self esteem is the single most significant key to a person’s behavior.
   3. Low self esteem puts a ceiling on our potential.
   4. Discuss the idea that people are never able to outperform the self-image.
      A. The value we place on ourselves is usually the value others place on us.
   5. Discuss the difference between understanding other’s views on us and placing too much weight in their view.
      A. “If you place a small value on yourself, rest assured the world will not raise the price.”

LIVE IT
“Making The Turn Toward Positive Change”
III. Steps to Build Your Self-Image
   A. Guard your self-talk.
B. What we “Say” about ourselves, we tend to believe. What we believe, we tend to act. What we act, we tend to become.

C. No World Record was ever set by someone who said, “I cannot do this”.

IV. Stop Comparing Yourself To Others
A. Making comparisons is an amazingly powerful attraction that is really just an unneeded distraction to your own potential.

V. Move Beyond Your Own Self-Limiting Beliefs
A. Discuss this quote: “Whether you think you can, or you think you can’t, you are right.”
B. Charles Schwab said, “When a man puts a limit on what he will do, he places a limit on what he can do.”
C. Discuss these steps to transforming limiting beliefs into empowering beliefs:
   1. Identify a limiting belief that you want to change.
   2. Determine how that belief limits you.
   3. Decide how you want to act, feel, or think.
   4. Create a “turn around” statement that affirms or gives you the permission to act, feel or think differently.
D. Have the participants write down some powerful “I Am”, “I Can”, and “I Am Able” statements.

VI. Add Value to Others
A. Discuss the downward spiral of “low self-esteem” to “low value of others.”
B. Now discuss this quote: “It’s hard to feel bad about yourself when you are doing something good for someone else.”
VII. Do The Right Thing Even If It’s The Hard Thing
A. It sounds way too simple, but doing the wrong things does harm your self-image and doing the right things does raise your self-image.
B. If you can’t be true to yourself, to whom will you be true?

VIII. Practice A Small Discipline Daily In A Specific Area Of Your Life
A. Discipline is one of the most powerful morale builders.
B. Ask the participants to think of just one small area of their life for which they could practice a clear and changing discipline.

IX. Celebrate Small Victories
A. Once you practice a specific discipline, then celebrate that as a victory!
B. Even small changes ARE change.
C. Ask this, “Are you trying to change? Do you change even a little?” Then YOU HAVE ALREADY SUCCEEDED!

X. Embrace A Positive Vision For Your Life Based On What You Value
A. “Take all your values, place them in a basket, and pour them out for the future”.
B. Your values must drive your decisions for your future.

XI. Practice the One Word Strategy
A. If you could pick just one word to describe yourself, what would it be?
B. If the word you chose is not positive, then drop the word, and pick another!
XII. Take Responsibility for Your Life

A. You can maintain a positive self-image...but ONLY you can maintain a positive self-image.

B. If you look in the mirror and do not see a capable, worthy, and fully valuable person, you need to change either the reflection, or get a new mirror.
LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

XIII. Applying the Law of the Mirror to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS
(Specific Steps to Amazing Growth)

• Make a list of your best personal qualities.
• Review this list daily and add more as your awareness of yourself rises.
• It is known that “self-talk” has a powerful effect on those who practice it: Negative self-talk to the negative and positive self-talk to the positive.
• Write down some positive self-talk narratives that you can review each day.
• Find a place to display positive statements about yourself that you can read each day. Track how often you practice positive self-talk.
• Make specific scheduled time each day to focus on others. Write down other people’s positive qualities and find a way to mention these things to them.
• Find specific activities that by their nature focus on other people.

Read the next chapter and be ready for the next meeting – The Law of Reflection
Master Mind Facilitator Plan for the Law of Reflection and for next week’s Meeting:

Remember, the three E’s of a GREAT MMG:

Be sure to encourage every participant to evaluate the questions at the end of this last chapter.

As the MMG facilitator, do your own “heart check” on your image of yourself.

a. Is it an accurate reflection of your capabilities, desires, dreams and hopes?

b. Are there areas you would like to improve?

Beside the MMG study you lead, what other ways can you lead others to living the Law of Mirror?

The next Law may seem shorter in presentation that the first few. Remember, it is not necessary to feel like every session has tons of information. There are many times when “thinking time” is even more valuable than “learning time.”

Be ready to share how you “reflect” as you prepared for next week’s study.
LEARN IT


I. The Power of Pausing

A. Reflection turns experience into insight
   1. Remind the participants that every experience can be a learning experience.

B. Everyone needs a time and place to pause.
   1. Pausing will take intentional planned time.
   2. “If someone is going down the wrong road, they don’t need motivation to speed up. He needs to stop.
   3. Reflection allows life's markers to become makers.

C. Pausing with intention expands and enriches thinking
   1. Instead of saying, “Boy, I am glad that's over,” say, “What can I learn from that?”
   2. For leaders, a moment of thought is often worth more than an hour of talk.

D. When you take time to pause, use your I’s
   1. Investigation – Pausing is about finding meaning in each experience
   2. Incubation – Like Crock-Pot cooking, incubation allows experiences and thoughts to grow to their own full potential
   3. Illumination – The process of placing value on your experiences and performance. “They either applaud you or prod you” – Jim Rohn
4. **Illustration** – The process of expanding your experiences into teachable lessons.

   **E. Good questions are at the heart of reflection**
   1. Asking the “why” questions brings insight to experiences.
   2. Practicing asking questions will give you better question asking skills.

**LIVE IT**

*“Asking The Right Questions To Get The Right Answers”*

**II. Personal Awareness Questions**

Explore these questions for a greater sense of your own awareness of who you are:

   **A. What is my biggest asset?**
   1. Usually a mental trait

   **B. What is my biggest liability?**
   1. Usually an attitude or habit

   **C. What is my highest high?**
   1. An emotional response to life

   **D. What is my lowest low?**
   1. An emotional response to life

   **E. What is my most worthwhile emotion?**
   1. What emotion drives you to the most success?

   **F. What is my least worthwhile emotion?**
   1. What emotion limits you the most?

   **G. What is my best habit?**
   1. The secret to a person’s success is found in their daily agenda.
H. What is your worst habit?
   1. What chronic behavior or feeling most limits you?

I. What is most fulfilling to me?
   1. What really stokes your fire?
   2. What makes you say, “I was made for this?”

J. What is my most prized possession?
   1. This could be a personal trait, an achievement, a thing….

K. To experience growth in a specific area of your life, ask specific questions to that area of your life.
   1. Review John’s developed questions regarding relationship and his 10 questions regarding personal growth on page 64.
   2. Ask the participants to develop their own questions for their own areas of personal growth.

III. The Journey Is Worth The Trouble

A. This kind of introspection is rare, and most people will not engage it. Be sure to affirm the value of such time consuming and seeming tedious questioning.

B. Remember, seeking to know one’s self is the key to reaching your own potential.

C. Remind the participants that they have come this far, it’s not time to slow down in their own growth.
LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

IV. Applying the Law of Reflection to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS

( Specific Steps to Amazing Growth )

• Make it a top priority to find a place and time for personal reflection and question asking.

• Schedule time – don’t hope you find the time – to pause and reflect.

• Ask the participants to take time to ask themselves the questions contained in this chapter.

• Remind everyone that “We all walk with the limp we got” and that personal growth and change starts with personal awareness that is found in personal reflection and pausing.

Read the next chapter and be ready for the next meeting – The Law of Consistency
Master Mind Facilitator Plan for the Law of Consistency and for next week’s Meeting:

Read Chapter Five – *The Law of Consistency*

- Be sure to encourage every participant to evaluate the questions at the end of this last chapter.

- Due to the nature of this last chapter, be ready for the participants to be more introspective and ready for their questions.

- Be sure to pause this week and seek your own awareness as well. Remember, you can’t give what you haven’t received.

- How consistent are you? Next week’s study will be a chance to share your own discipline.
LEARN IT

“Growth Is Not An Event”

I. How To Grow In Consistency

A. Do you know what you need to improve:
   1. The previous chapter on “Reflection” should help clarify this.
   2. “The successful person has the habit of doing the things that failures don’t like to do. The successful person doesn’t like to do them either, but his dislike is subordinated to the strength of his purpose.” – E. M. Gray
   3. Have the participants reflect for a few moments on their own change needs.

B. Do you know how you are supposed to improve?
   1. To grow most people need knowledge, experience and coaching.
   2. Match your motivation to your personality.
      If you are certified to use any of the many personality profiles, this would be the place to begin exploring the use of these.
   3. Not everyone has the same personality strengths.
   4. Start with the simple stuff.
   5. Small disciplines repeated with consistency every day lead to great achievements gained slowly over time.
   6. “Discipline” is really a muscle to be developed.
   7. Be Patient.
a. Don’t use the excuse of “failing” for losing discipline.

b. Practicing discipline will grow consistency.

c. Remember, you will miss 100 percent of the goals you never set.

8. Value the Process

a. In our “instant access” world, “process” is the victim.

b. You are exactly where you should be given all that you have done to get here – so the real question is, what habits do you need to change over time to make the difference?

c. Daily goals will pave the path to direction change, which will construct the road to total life change.

C. Do You Know Why You Want To Keep Improving?

1. This is the question of your own motives and life purpose

2. Take “The Why Test”

   a. Do you constantly procrastinate on important tasks?
   
   b. Do you require coaxing to do small chores?
   
   c. Do you perform duties just to get by?
   
   d. Do you constantly talk negatively about your work?
   
   e. Do efforts of friends to encourage you irritate you instead?
   
   f. Do you start projects and abandon them?
   
   g. Do you avoid self-improvement opportunities?

3. Has “quitting” become a habit?

   a. Do you want to play “Chopsticks” or conduct an orchestra in your own life?

4. Even the small “right choices” over time become big victories.

D. Do You Know When You Are Supposed To Improve?

1. Look at your watch: When does “someday” strike?
Chapter 5

The Law of Consistency

2. Life change must occur daily.

3. Ask the participants to reflect for a few moments on two habits they need to change today.

LIVE IT

“Defining Growth As An Amazing Process”

I. Maybe It’s Time To Stop Setting Goals

Discuss the difference between being goal oriented and growth oriented:

<table>
<thead>
<tr>
<th>Goal Consciousness</th>
<th>Growth Consciousness</th>
</tr>
</thead>
<tbody>
<tr>
<td>Focuses on a destination</td>
<td>Focuses on the journey</td>
</tr>
<tr>
<td>Motivates you and others</td>
<td>Matures you and others</td>
</tr>
<tr>
<td>Seasonal</td>
<td>Lifelong</td>
</tr>
<tr>
<td>Challenges you</td>
<td>Changes you</td>
</tr>
<tr>
<td>Stops when the goal is reached</td>
<td>Keeps growing beyond the goal</td>
</tr>
<tr>
<td>Waits for growth to come</td>
<td>Takes responsibility to grow</td>
</tr>
<tr>
<td>Learns only from mistakes</td>
<td>Learns before mistakes</td>
</tr>
<tr>
<td>Depends on good luck</td>
<td>Relies on hard work</td>
</tr>
</tbody>
</table>

Your potential is not an event, goal or product. Your potential is a constant journey of discovery, growth and insight.

III. Constantly Productive

A. John points out that even the greatest composers didn't wait for inspiration.

B. “Waiting” is often merely the excuse we use for not producing. But being consistent is the answer for productivity.
C. Cite this quote by Michael Angier: “If you develop the habits of success, you’ll make success a habit.”

D. Being “constantly productive” does not mean grinding away at work. It simply means that the consistent person is the productive person.

LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

IV. Applying the Law of Consistency to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS

(*Specific Steps to Amazing Growth*)

- Align your methods of motivation with your personality. Find one of the excellent methods for personality profiling.
- Remember, consistency is a muscle to be exercised. Do it daily.
- Seek as many “whys” as you can for motivation. Recall immediate benefits and long term outcomes for your activities.

Read the next chapter this week – The Law of Environment

© 2012 Martinelli and Associates, Inc.
Master Mind Facilitator Plan for the Law of Environment and for next week’s Meeting:

Read Chapter Six – *The Law of Environment*

- Practice the Law of Consistency in your own life by having a specific scheduled time for preparing for each week’s MMG study.
- Begin planning ways to engage each MMG participant. Check in with each participant.
- Make sure the environment for your MMG is conducive to learning and a safe place to openly discuss – Next week: Environment!
LEARN IT

“You Are Not A Victim”

I. Time For A Change

A. Discuss John’s idea that “If you are always at the head of the class, then you are in the wrong class.”

II. Change Depends On Your Choices

A. What is the relationship between Growth and Change?

B. List some of the things one can and cannot change.

C. What is the real impact circumstances usually have on your ability to change?

A. Choices when it comes to change:

1. Assess your current environment.

A list of areas that may nurture you: Evaluate these on how they lift you up even if you are not receiving in one or more of the areas: give the participants time to think on these things.

- **Music** – What music lifts me up?
- **Thoughts** – What ideas move me?
- **Experiences** – What experiences give me energy?
- **Friends** – Who encourages me?
- **Recreation** – What activities give me energy?
- **Soul** – What spiritual exercises strengthen me?
**Hopes** – What dreams inspire you?
**Home** – What family members care for me?
**Giftedness** – What blessings activate me?
**Memories** – What memories make me smile?
**Books** – What have I read that changes me?

**LIVE IT**

“Being Responsible For Your Change”

**B. Change Yourself and Your Environment**

1. Change yourself but not your environment – Growth will be slow and difficult.
2. Change your environment but not yourself – Growth will be slow and less difficult.
3. Change your environment and yourself – Growth will be faster and more successful.
4. Understand that most people are NOT interested in actually growing!
5. As you consider your environment, ask these critical questions:
   a. What nourishes me?
   b. What keeps me alive?
   c. What sustains me?

Consider this observation by one of John’s mentors, Elmer Towns: “The way to get a poker hot is to get it next to the flame.”

6. How does this statement work for you? What really gets you going and is the environment you are in doing this?

**C. Change The People You Spend Time With**

1. Discuss this idea: “We become the combined average of the five people we hang around the most.”
2. Do you have someone in your circle of friends who will hold you accountable for your growth? John recommends finding an accountability partner who will:
   a. Love you unconditionally
   b. Desire your success
   c. Be mature
   d. Ask you agreed upon questions
   e. Help you when you need help

D. Challenge Yourself In Your New Environment

   1. Make your goals public.
   2. Set a deadline for your goals.

When learning from others such as a mentor, explore these questions with this person:

   3. What is their strength?
   4. What are they learning now?
   5. What do I need right now?
   6. Who have they met, what have they read, or what have they done that has helped them?
   7. What have I not asked that I should have asked? – Ask your mentor this question.

E. Focus On The Moment

   1. There is nothing about your past that determines your future.
   2. Right Now is the most important moment you have in your life.
F. Move Forward Despite Criticism

1. Growth always comes from taking action, and action will always bring some criticism. There is always someone to tell you are wrong.

2. To reach your potential, you must do what others, even yourself, believe you cannot do.

3. When you take charge of your life, you can cease gaining permission from others to grow!

G. A Note For Leaders

1. Leaders will always take responsibility for the growth of their organizations.

Discuss the need for leaders to create a culture in their organization where:

- Others are ahead of some
- Each person is individually challenged
- The focus is always forward
- The atmosphere is affirming
- Creating a place designed to keep people out of their comfort zone
- Helping everyone stay excited
- Remembering that failure is not their enemy
- Keep others growing
- A place where change is desired
- Growth is modeled and expected

LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”
IV. Applying the Law of Environment to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS
(Specific Steps to Amazing Growth)

Assess your current environment when it comes to growth answering true or false to these ten statements:

1. Others are ahead of me
2. I am continually challenged
3. My focus is always forward
4. The atmosphere is affirming
5. I am often out of my comfort zone
6. I wake up excited
7. Failure is not my enemy
8. Others growing
9. People desire change
10. Growth is modeled and expected

If you answered false to five or more of these, your environment may be lowering your growth. What are you going to do about it?

Assess your personal growth in the three areas in this chapter:

• The Right Soil – What nourishes me?
• The Right Air To Breath – What keeps me alive?
• The Right Climate To Live In – What sustains me?

Remember, growth comes best and effectively when your environment is aiding, not holding you back.

Read the next chapter this week – The Law of Design
Master Mind Facilitator Plan for the Law of Design and for next week’s Meeting:

Read Chapter Seven – The Law of Design

• Clarify your own environmental needs for growth. While our place as a MMG study leader is not to determine another’s environment for them, always be ready to offer support for your group's own personal decisions they make related to their environment.

• As you prepare for next week, you might want to bring your own time management tool (date book, smart phone, etc) with you to demonstrate the lesson.
LEARN IT

“You Plan You, Or Someone Else Might”

I. Glancing Backward, Planning Forward

A. Discuss the practice John has of taking specific time each year to evaluate the past year and plan the next.

II. Life Lessons

A. Life is very simple, but keeping it that way is very difficult
   1. Life is simple when we make specific plans according to our specific values
   2. Keeping plans simple can be found in these questions:
      a. Can it be received personally? – Can a person internalize it?
      b. Can it be repeated easily?
      c. Can it be transferred strategically? – Is it dependant on a specific understanding, or can it be passed on through different cultures?

B. Designing Your Life Is More Important Than Designing Your Career
   1. Who you are will most accurately determine what you do.
   2. Planning should always be about who you are.

C. Life Is Not A Dress Rehearsal
   1. Life comes with neither an instruction manual nor a chance to warm up.
   2. It is also true that nothing about your past determines your future.
D. In Planning Your Life, Multiply Everything By Two

1. Be aware that plans look really good on paper, so be ready to expand the resources of time, money and energy accordingly.

LIVE IT

“Better Design Through Better Strategy”

III. To Develop Strategies, Depend On Systems

A. Personal growth can and will come systematically.

B. There is a saying in business: Systems are the solutions – discuss this.

C. Effective Systems Include:

1. Considering the big picture – We must have the end result in mind when building an effective system.

2. Make use of our priorities – What is the highest and best use of your time right now?

3. A good measurement of the outcome – Without a metric of our own system, there is no way to know if we are succeeding.

4. Application – A good system answers the question: “What now?”
   a. Where can I use this?
   b. When can I use this?
   c. Who needs to know this?

5. Promote consistency – A good system should predict the outcome reliably. This is a daily practice of doing the right things over and over again.

LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”
Facilitation Questions Options

OVERCOME GROWING PAINS
(Specific Steps to Amazing Growth)

Take the time to assess which areas of your life should receive the most strategic planning.

- Career
- Faith
- Family
- Health
- Hobby
- Marriage
- Personal Growth
- Free Time

Discuss this axiom: “Luck comes to the prepared.” What does that say about planning and strategy?

For systems to be effective, they must fit into these criteria: Discuss the meaning and application of each of these.

- Simple
- Scalable
- Reproducible
- Teachable

Begin developing or refining the systems which will lead to your own growth. As you do, keep the following in your awareness:

- The Big Picture – Will it help you reach your big-picture goals?
- Your Priorities – Is it consistent with your goals?
- Measurement – Can you have a tangible means of determining your success?
- Application – Does it have a built in focus toward action?
- Organization – Does it make a better use of your time than what you are doing now?
- Consistency – Can you and will you repeat it on a regular basis?

Read the next chapter this week – The Law of Pain
Master Mind Facilitator Plan for the Law of Pain and for next week’s Meeting:

Read Chapter Eight – *The Law of Pain*

- As the facilitator, it is important to live and lead these laws. Be ready to share how these laws have changed you and your approach to your own growth.

- Review your own approach to systems – don’t make things too complicated, so much that you are unable to follow your own system.

- Ask yourself, “How has leading this MMG grown me personally?”

- Next week’s lesson on *The Law Of Pain*, is likely to elicit some very deep discussion. Be prepared for the need for processing time in this discussion.
LAW 8 — CHAPTER 8
The Law of Pain

Good Management Of Bad Experiences Leads To Great Growth

LEARN IT
“IT’S NOT THAT SOMETHING WENT WRONG”

I. Discuss this quote: “Every problem introduces a person to himself

II. Truths About Bad Experiences:
   A. Everyone has them
      1. Bad experiences are not unique to anyone.
      2. If we expect a fair shake, or a fair life, be ready for a big disappointment.
   B. No one likes them
      1. Few make bad experiences positive experiences.
      2. But we can choose how to respond to every experience.

III. The Pain File
   A. The Pain of Inexperience – “I have never been through that”
   B. The Pain of Incompetence – “I should have seen that coming”
   C. The Pain of Disappointment – “I wish it had never happened”
   D. The Pain of Conflict – “Human encounter doesn’t always feel good”
E. The Pain of Change – “I didn’t want that to happen”

F. The Pain of Bad Health – “I lost what I thought I would always have”

G. The Pain of Hard Decisions – “You can’t make everyone happy”

H. The Pain of Financial Loss – “If I could only get that back”

I. The Pain of Relationship Losses – “Some people will grow in a different direction than I”

J. The Pain of Not Being Number One – “I deserved to be there”

K. The Pain of Traveling – “When I am away, I feel…”

L. The Pain of Responsibility – “They expect so much from me”

**LIVE IT**

“It’s Your Life – You Choose”

**IV. How To Turn Your Pain Into Gain**

A. Choose a positive life stance

1. What are your life assumptions and presuppositions about life, people, and experiences?

2. Do you start with an expectation that people are good, or that experiences can be dealt with?

3. With a positive life stance, good will become better and bad will not be as bad.

4. While life is not always the way we hope it will be; it is always the way it turns out – how will you view the final result?

5. A positive life stance WILL find positive lessons in every experience.
B. Embrace and Develop Your Creativity

1. Discuss this quote by Neal Walsh: “Life begins at the end of your comfort zone” How does this help with creativity?

2. When presented with a bad experience, often creativity will show you the way through it.

C. Embrace The Value Of Bad Experiences

1. Discuss this observation by John Maxwell: “In this life, there are winners and there are learners.”

2. We will all face difficulties, but we will not all learn from them.

D. Make Good Changes After Learning From Bad Experiences

1. This is especially true if the bad experience is the result of our bad judgment – LEARN!

2. As fire hardens steel into a usable tool, so too can pain shape us into amazing people for the future.

3. Feelings such as resentment can make a bad experience even worse.

E. Take Responsibility For Your Life

1. Are you a victim or victor?

2. It is only one short step from “Why me”? to “Woe is me”

3. It seems very hard, maybe even cruel or callous, but no matter what happens, our attitude toward a negative experience (Positive and hopeful, or negative and defeated) will put us on a CHOSEN path.

4. Here is a solid truth about being accountable and responsible for one's life: “Very few are.”
Chapter 8
The Law of Pain

The 15 Invaluable LAWS OF GROWTH

LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

V. Applying the Law of Pain to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS
(Specific Steps to Amazing Growth)

Based on your life, which of these statements best describes your response to pain:

• I do anything and everything possible to avoid pain at all.
• I know pain is inevitable, but I try to ignore it or just block it out.
• I know everyone endures pain, so I just endure it when it comes.
• I don’t like pain, but I try to remain positive despite it.
• I process the emotion of painful experiences quickly and try to find a lesson in them.
• I process pain, find the lesson, and make changes proactively as a result.

Discuss this process John has used in his life when he has encountered painful experiences:

a. Define the problem
b. Understand your emotion
c. Articulate the lesson
d. Identify a desired change
e. Brainstorm numerous pathways
f. Receive other’s input
g. Implement a course of action.

Remember, personal change requires action. Decide now to take action, attitude and altitude when the next painful experience arrives.

Read the next chapter this week – The Law of the Ladder
Master Mind Facilitator Plan for the Law of The Ladder and for next week’s Meeting:

Read Chapter Nine – *The Law of The Ladder*

- Evaluate your own response to painful experiences. As you lead and facilitate this MMG, share your own insights and feelings where appropriate regarding your responses as well.
- In preparing for next week, be aware that this lesson touches very closely on personal values and potentially one’s faith.
LAW 9 — CHAPTER 9

The Law of The Ladder

Character Growth Determine The Height
Of Your Personal Growth

LEARN IT

“We Are Human Beings, Not Human Doings”

I. Ambition

A. What does John mean, “Ambition without guidance?”

II. To Be A Success, Think Like A Success

A. What does this mean to you?

B. Describe some ways successful people think.

C. Review the list of topics on page 141 and ask the participants share the
top two they would like to explore in their own lives.

III. The Value Of Character

A. Is it any surprise that “Honesty” is the top trait universally valued by
people?

B. Comment on this quote: “99% of leadership failures are failures of
character.”
LIVE IT
“Your Potential Is Found One Rung At A Time”

IV. Rungs On The Character Ladder

A. I will focus on being better on the inside than the outside – Character Matters

1. The inside influences the outside
   a. We really do reap what we sow.
   b. What we believe makes our character.

2. Inside victories precede outside ones
   a. Before you can DO, you must BE.

3. Our inside development is totally within our control
   a. We can't always determine what happens to us, but we can determine what happens in us.
   b. Failing to make the right character choices means we give away some of our ownership of ourselves.

B. I will follow the Golden Rule – People Matter

1. “With one insignificant exception, the world is made up of others.

2. Whether you like people or not, they already know.

C. I will only teach what I believe – Passion Matters

1. Borrowed beliefs are not owned beliefs.

2. We must be about the discipline of developing our own core beliefs, then passionately teaching them…people can tell the difference.

D. I will value humility above all virtues – Perspective Matters

1. While many people don't plan to mess up, even more don't plan not to.

2. Remember The Big Picture.

3. Remember who we really are.
4. Be Teachable.

5. Recognize that everyone has weaknesses.
   a. With only one notable exception, we all are fallible.

6. Having a “beginner’s mindset” keeps one pliable and moldable to new truths.

   a. Putting others first “right-sizes” our ego.
   b. Serve someone for whom there is no chance of gaining anything in return.

8. Be Grateful.
   a. Gratitude expresses our dependence on others and our own vulnerability.
   b. We all have found our success through the help of others interested in our success.

E. I will strive to finish well – Faithfulness Matters

1. In life, one can never “stop” – they either “finish, or keep going”.
2. Our character is being developed until we are finished.

V. The Stronger Your Character, The Greater Your Growth Potential

A. Discuss the quote: “He was born mud, but died marble.” How is that lived out?
**LEAD IT**

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

**VI. Applying the Law of The Ladder to your Life**

### Facilitation Questions Options

**OVERCOME GROWING PAINS**

*Specific Steps to Amazing Growth*

- Assess where you have placed most of your growth energy up until now in your life: Has it been on the inside, or the outside?
- How much time do you spend on the things on the outside and how much time on the inside?
- Schedule specific time for developing the inside – humility, character, seeking others first and family importance.
- Discuss this idea: “There are many decisions one must make before they have to, or they will make the wrong one.”
- Explore this truth: “Emergencies don’t develop character, they revel it.”

Read the next chapter this week – *The Law of The Rubber Band*
Master Mind Facilitator Plan for the Law of The Rubber Band and for next week’s Meeting:

Read Chapter Ten – *The Law of The Rubber Band*

- Facilitating this MMG can be a powerful “inside” developer when you live and lead these laws.

- Next week’s law is the Law of the Rubber Band. This law is about the tension between where you are now, and where you would like to be. Be ready to offer real life examples of how this law has changed you and helped you in reaching your potential.
The Law of The Rubber Band

Growth Stops When You Lose The Tension Between Where You Are And Where You Could Be

LEARN IT

“Mediocrity Is Not A Worthy Goal”

I. A Series of Stretches

A. What do you think John means by “God’s gift to us: Potential. Our gift to God: Developing it”?

B. John discusses a series of his personal “stretches” along the way of his life. What does he mean by “stretches”?

C. What are some stretches you have experienced in your life? How have they developed you and challenged you?

D. Is there some place in your life right now you need to stretch?

LIVE IT

“It’s Easy To Be Average”

II. The Benefit of Stretching

A. Few people want to stretch

1. Why do you believe so few people want to stretch?

2. Is “average” really good enough?

3. What does “living by default” mean?
B. Settling for the status quo ultimately leads to destruction

1. How do you view this quote by psychologist Abraham Maslow: “If you plan on being anything less than you are capable of being, you will probably be unhappy the rest of your life.”

2. For all it’s worth, “average” can generally be achieved by merely showing up.

C. Stretching always starts from the inside out

1. Explore this quote by James Allen: “You cannot travel within and stand without.”

2. Could it generally be said that a person who never moves beyond average is not moving within?

3. Talk about this idea: “You are exactly where you should be in life given everything you have done to get here.”

4. How can you evaluate where you are and where you want to be?

D. Stretching always requires change

1. Stretching requires we believe we can start again.

2. Stretching requires we develop the ability to stretch.


4. Think about this quote: “It’s never too late to be what you might have been.”

E. Stretching sets you apart from others

1. Discuss the limiting nature of this saying: “Good enough”.

2. Why does John say, “There is plenty of room at the top?”

3. How many people do you know that truly are seeking to make their life extremely better…not merely more money, but a truly better life?

4. Are you setting yourself apart?
F. Stretching can become a lifestyle

1. Reflect on this quote by Rabbi Nahman: “If you won’t be better tomorrow than today, then what do you need tomorrow for?”

2. Just as exercise can become “addictive” to the athlete, so can stretching to the achiever.

3. Remember, success is not an arrival place to stop stretching.

G. Stretching gives you a shot at significance.

1. Imagine if more people aspired to become more.

2. What is meant by this quote: “A possibility is a hint from God; one must follow it.”?

3. What is meant by the term “Significance?”

4. How does stretching change indifference in to make a difference?

H. Stretching to the end

1. We are again reminded that stretching is a life-long pursuit.

2. Our lives must be in a constant pursuit of growing, learning, improving and giving more.
LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

III. Applying the Law of The Rubber Band to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS
(Specific Steps to Amazing Growth)

• In what areas of your life have you lost your stretch and settled in?

• Have you been able to define your own potential? If not, seeking aid in this area from a coach or mentor may be in order.

• What habits have you developed that have hindered your progress toward your potential?

• Rate your satisfaction in areas of your life. In what areas have you become “average” and may have lost some stretching?

• Create some specific means for stretching in the areas of your life for which you are no longer winning.

• Remember to establish a balance between your potential and your present place so that stretching is both possible and challenging. This tension is critical, but you do not want to get so overwhelmed that you simply give up.

• Your stretching goals should be SMART:

  Specific – words like “more, bigger, faster” are not specific.

  Measurable – without measuring, how do you know if you succeeded?

  Attainable – they should be something you WILL actually do.

  Realistic – they must be something you CAN actually do.

  Timed – without a timed arrival, you are only creating a wish list.

Read the next chapter this week – The Law of Tradeoffs
Master Mind Facilitator Plan for the Law of Tradeoffs and for next week’s Meeting:

Read Chapter Eleven – *The Law of Tradeoffs*

- More clearly define your own potential. For example, when you lead your next MMG, in what ways will you grow and become even more proficient at facilitating?

- Be ready to share some tradeoffs you have experienced in attaining your potential.
The Law of Tradeoffs

You Have To Give Up To Go Up

LEARN IT

“The Hardest Part About Stealing Second Base Is Taking Your Foot Off Of First Base”

I. The Next Step

A. What will it take for you to go to the next level in your potential?

1. What are you willing to give up to go up to the next level?
2. What will you have to give up?
3. Not being willing to give up something is a key reason why most people do not ever reach their potential.

II. The Truth About Tradeoffs

A. Tradeoffs are available to us throughout our lives

1. Unsuccessful people make bad tradeoffs.
2. Average people make few tradeoffs.
3. Successful people make good tradeoffs.

B. We must see tradeoffs as opportunities for growth

1. Discuss this quote: “We may not always get what we want; we always get what we choose.”
2. Two questions to ask in evaluating tradeoffs:
   a. What are the pluses and minuses of this tradeoff?
b. Will I go through this change, or grow through this change?

C. Tradeoffs force us to make difficult personal changes

1. Discuss this idea John puts forth, “When you want something you have never had, you have to do something you have never done.”

2. Change is always possible, so remember these truths about change:
   a. Change is personal – To change your life, YOU need to change
   b. Change is possible – Everyone CAN change
   c. Change is profitable – You will be rewarded when you change

3. Consider these three truths about the timing of change:
   a. Changing when you have to gives you a win
   b. Changing after you have to leads to a loss
   c. Refusing change is death to your potential

D. The loss of the tradeoff is usually felt before the gain

1. This is one of the reasons people fear change – it just might hurt a bit.

2. It is said, “Nature abhors a vacuum;” the same is true about our own spirits, but the transition time between the change and the fruit of the change can be a powerful formation time toward our maturity.

E. Most tradeoffs can be made at any time

1. Tradeoffs such as better health, better habits, and more education can be done along the way.

2. It is rarely “too late” to make the change.

F. A few tradeoffs come only once

1. This is critical to developing your own potential

2. Missing a possible one-time tradeoffs may mean you change many great plans
Chapter 11
The Law of Tradeoffs

G. The higher you climb, the tougher the tradeoffs

1. Many people stop growing because they have reached a height for which they are no longer willing to work to get higher.

2. The skills that got you to where you are right now are not the skills that will get you to the next level.

3. Consider your own potential – What will it feel like to tradeoff to get to your next level?

H. Tradeoffs never leave us the same

1. The “fear factor” of change is that I may have to be different – yes, you will.

2. Consider if where you are is where you want to remain? That is the change to be different.

I. Some tradeoffs are never worth the price

1. These are the tradeoffs that will damage, harm or even ruin an entire life.

2. This is why we learn the law of delayed gratification when we are a child.

3. This is the value question for all of us.

LIVE IT
“Start Trading Up”

III. Tradeoffs Worth Making

A. Financial security for potential tomorrow

1. There is no future in any job. The future lies in the man who holds it.

2. If you have ever lost a job, how secure were you on the day before you were notified?

B. Giving up immediate gratification for personal growth
C. Willing to give up the fast life for the good life

1. Reflect on these suggestions to help focus your life:
   a. What can you delegate to others?
   b. Do what you do best, and drop the rest.
   c. Control your calendar, or someone else will.
   d. Do what you love, because it will give you energy.
   e. Work with people you like so your energy is not depleted.

D. Give up some security for significance

1. No one will ever achieve their potential while remaining in a “safe” place.
2. Being significant means taking chances on others as well as helping them find their potential.

E. Willing to give up addition for multiplication

1. Be willing to lead leaders who will lead, not just followers who will follow.
2. Seek partnerships and collaboration for doing just about everything.
3. Share, not hoard resources and knowledge with others.
4. Find ways to make sure the credit for achievement is shared.
5. Be a conduit for blessings, not a reservoir of assets.
LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

IV. Applying the Law of Tradeoffs to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS

(Specific Steps to Amazing Growth)

• Write your own personal list of tradeoff principles

Use the list in this chapter to begin this list:

1. I am willing to give up financial security today for potential tomorrow
2. I am willing to give up immediate gratification for personal growth
3. I am willing to give up the fast life for the good life
4. I am willing to give up security for significance
5. I am willing to give up addition for multiplication

• As important as knowing your tradeoffs, is knowing what you are not willing to tradeoff. List some things for which there will be no compromise.

• As you list the “No Compromise” areas, also develop some safety measures that will ensure you never stray from these priorities.

• What tradeoff do you need to make today? What is your next level, and what will it cost you to get there?

Read the next chapter this week – The Law of Curiosity
Master Mind Facilitator Plan for the Law of Curiosity and for next week’s Meeting:

Read Chapter Twelve – *The Law of Curiosity*

- Never stop asking the question “Why”? This question will help anyone reach their potential and examine the core issues of their own actions.
- This can be a frustrating question for many people for it requires them to define core values that drive their life – most people have not done so. Be ready to slowly but surely ask your participants this question.
LEARN IT

“Many People Will Never Ask Why…Why Is That?”

I. Where Does Curiosity Come From?

II. How To Cultivate Curiosity

A. Believe you can be curious

1. Curiosity comes from a desire to learn – so desire to learn.

B. Have a beginner’s mindset

1. Assuming you know is not helpful – ask questions.
2. There must be a fire in the heart for personal growth.
3. Treat information you already know as a confirmation of your understanding, not a waste of learning.

C. Make WHY your favorite word

1. Focused questions often start with why.
2. Why gets to the core reason, cause, intent and purpose.

D. Spend time with other curious people

1. Other people’s curiosity will stimulate your curiosity.
2. Other people will ask questions you may not have thought of.
E. Learn something new every day

1. Start the day with an attitude of curiosity.
2. Growing means remaining open to learning.
3. Being open requires reflection on what you may have learned – Experience is not the best teacher, evaluated experience is.

F. Partake in the fruit of failure

1. Even in failure, ask why.
2. Take failed experiences as a teacher – learn, don't lose.

G. Stop looking for the right answer

1. While there may be better answers, don't always assume there is ONLY one right direction.
2. Instead of saying, “If it ain’t broke, don’t fix it, ask these questions:
   a. If it ain’t broke, how can it be done better?
   b. If it ain’t broke, what is likely to break in the future?
   c. If it ain’t broke, how long will it serve as the world changes?
3. Steve Jobs, founder of Apple computers started his entire empire by questioning the status quo.
4. The growing person is simply not all that comfortable with “single answer” solutions.

H. Get over yourself

1. Trying new things may mean we will look silly.
2. Have the child like attitude of “can I try that?”

I. Get out of the box

1. Talk about the impact of Thomas Edison’s quote could have on your organization: “There ain't no rules around here; we are trying to accomplish something.”
2. The words, “We have never done it that way before” are words of someone not willing to grow.

3. Talk about what having an abundance mindset means.

4. Average people ask, “Can I do this?” Abundance thinking people ask, “How can I do this?”

J. Enjoy your life

1. Just allow the joy of life to become a central part of your whole existence.

LIVE IT

“Make Life An Adventure!”

III. Curiosity: The Key To Growth

A. While we can be happy with answers and milestones, we must never stop asking questions

1. Curiosity can make up for many natural weaknesses in our own lives.

B. Put no limits on your curiosity

1. Are you Indiana Jones when it comes to learning new things? Or are you the slow moving and less than fit guy at the end of the movie who was moving the treasure into its storage place?

2. The cure for boredom is curiosity.
Chapter 12
The Law of Curiosity

V. Applying the Law of Curiosity to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS

(Specific Steps to Amazing Growth)

Ask these questions of yourself:

1. Do you believe you can be curious?
2. Do you have a beginner’s mindset?
3. Have you made WHY your favorite word?
4. Do you spend time with curious people?
5. Do you learn something new every day?
6. Do you partake in the fruit of failure?
7. Have you stopped looking for THE right answer?
8. Have you gotten over yourself?
9. Do you get out of the box?
10. Are you enjoying your life?

Read the next chapter this week – The Law of Modeling
Master Mind Facilitator Plan for the Law of Modeling and for next week’s Meeting:

Read Chapter Thirteen – *The Law of Modeling*

- Are you being a person your MMG could follow?
- Have you introduced the concept of coaching to your MMG? If you are a coach, can you find a way to engage your MMG participants in a coaching relationship?
- If you are not a coach, can you develop a good referral system to get your MMG participants into a healthy coaching relationship?
Chapter 13
The Law of Modeling

It’s Hard to Improve When You Have No One But Yourself To Follow

LEARN IT

“Lead, Follow Or Just…?”

I. Discuss This Notion: You can only grow as much as YOU can – what now?

II. Whom Should I Follow?

A. A good mentor is a worthy example
   1. Seek a mentor who not only talks the talk, but walks the walk.
   2. A mentor’s personal life must reflect the highest standards.

B. A good mentor is available
   1. A mentor must be able to spend time with you to pour into your life.
   2. You may change mentors as you advance.

C. A good mentor has proven experience
   1. Seek mentors who have been doing what they do for a long time.

D. A good mentor possesses wisdom
   1. Wisdom is knowing what to do with what you know.
   2. Never confuse talent with wisdom.
   3. Wisdom can often be passed on in few words.
E. A good mentor provides friendship and support

1. A mentor will let you know they care for you.
2. Don’t confuse someone who wants to give you advice with being a mentor.
3. A mentor will lead from both the head and the heart.

F. A good mentor is a coach who makes a difference in people’s lives

1. A coach carries someone from where they are to where they want to be.
   a. Consider some of these names for ‘coach’ from other cultures: (all of which mean one who goes before and shows the way.)
      i. Sensei – one who has traveled further down the path
      ii. Guru – “gu” darkness, “ru” – someone who brings light to darkness
      iii. Lama – one with spiritual authority
      iv. Maestro – a master of music
      v. Tutor – a private teacher
      vi. Guide – one who shows the way
      vii. Mentor – a wise and trusted counselor

LIVE IT

“To Grow, Get A Coach”

III. Characteristics of a Coach

- Care for people they coach
- Observe their attitudes, behaviors, and performance
- Align them with their strengths for peak performance
- Communicate and give feedback about their performance
- Help them improve their lives and performance
A. The Law of Modeling states that YOU need a coach – everybody needs a coach

1. Michael Jordan has often said that there would be no Michael Jordan without Phil Jackson.

2. Do you have a coach, a mentor, a model to follow?

LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

VI. Applying the Law of Modeling to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS
(Specific Steps to Amazing Growth)

• For real growth to occur in your life, find a next-step mentor.

• Before you meet with your mentor or coach, have at least five thoughtful questions ready for him or her.

• Make a list of specific areas of your life you want to discuss. Remember, this is not counseling, but coaching for the future.

• Find even distant mentors you can follow.

Read the next chapter this week – The Law of Expansion
Master Mind Facilitator Plan for the Law of Expansion and for next week’s Meeting:

Read Chapter Fourteen – *The Law of Expansion*

- If you are a trained coach, this might be a good time to discuss a coaching relationship with the participants of your MMG.
- Next week the Law of Capacity is on board – think about your own lids, limits and holding capacity. Is it time for you to find ways to expand your own abilities as well?
LEARN IT

“Find The Edges and Move Them Out!”

I. How to Increase Your Thinking Capacity

A. Stop thinking more work and start thinking what works

1. Capacity is not always about “more.” It starts with better.

2. Ask these question about what works:
   a. What am I required to do?
   b. What gives me the greatest return?
   c. What gives me the greatest reward?

B. Stop thinking can I? Start thinking how can I?

1. The most common reason people do not overcome the odds is they don’t challenge them enough.

2. Ask this question: “What would you attempt if you knew you could not fail?”

3. Discuss this truth: “Self-limiting statements always work.”

4. Remember, most systems in nature are on a constant readjustment to correct the direction toward the goal.
   a. Body temperature is regulated by always correcting.
   b. A flower grows by always responding to the sun.

5. Don’t confuse the need to correct with failure.
C. Stop thinking one door and start thinking many doors

1. There are ALWAYS options.
2. There is more than one way to do something successfully.
3. The odds of arriving anywhere increase with creativity and adaptability.
4. Movement with intentionality creates possibilities.
5. Failures and setbacks can be great tools for learning.
6. Knowing the future is difficult; controlling the future is impossible.
7. Knowing today is essential; controlling today is possible.
8. Success is a result of continued action filled with continual adjustments.

II. How To increase Your Capacity for Action

A. Stop doing only those things you have done and start doing those things you could and should do.

1. Will you continue to do what you have always done? Or try something new?
2. What we should do can and will shift in importance.
3. Expansion requires leaving your comfort zone.
4. Making mistakes is a sign you are actually doing something.

B. Stop doing what is expected of you and start doing more than is expected.

1. We live in a culture that gives trophies for just showing up.
2. Expanding means we must do more than is expected.

C. Stop doing important things occasionally and start doing the important things daily

1. When is the time to not do important things?
2. Remember, success is determined in your daily plans.
LIVE IT

“Measure Your Capacity”

III. Expand Your Capacity – Expand Your Impact

A. Your impact is a direct function of your capacity.

B. There is nothing in your past that determines your future – Your capacity must grow.

C. Ask yourself where your impact is right now – now ask yourself where you would like your impact to be. That difference is the limits of your capacity.

LEAD IT

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”
VI. Applying the Law of Expansion to your Life

Facilitation Questions Options

OVERCOME GROWING PAINS
(Specific Steps to Amazing Growth)

- Have you made the transition from “I Can’t!” or “Can I? To “How Can I?”
- Do some dreaming and then ask yourself:
  - If I knew I could not fail, what would I attempt?
  - If I had no limitations, what would I like to do?
  - If money were not an issue, what would I be doing with my life?
- Do these things seem impossible, or possible? If they seem possible, then you are ready to expand.
- Give yourself an effectiveness audit so that you can be sure you are thinking WHAT WORKS instead of MORE WORK.
- Think about your own behavioral patterns. What is working and what do you need to adjust? Use the criteria of “Required, Return, Reward” to help you make the needed adjustments.

Read the next chapter this week – The Law of Contribution
Master Mind Facilitator Plan for the Law of Contribution and for next week’s Meeting:

Read Chapter Fifteen – *The Law of Contribution*

- The final law is the Law of Contribution. As the MMG facilitator and leader, be prepared to share ways you have lived this law in other’s lives.
- If you have not already done so, be sure to have the next Master Mind Study ready to share with your participants.
The Law of Contribution
Growing Yourself Enables You To Grow Others

LEARN IT
“Other Need To Grow Too”

I. Adding Value To Others

A. You cannot give what you do not have.
B. Daily Ask Your Self: What Good Shall I Do Today?
C. What Good Have I Done Today?

II. Be A River, Not A Reservoir

These questions are excellent for identifying someone who can encourage us to be our best:

A. Who mentors you and offers you a baseline of wisdom?
B. Who mentors you to aspire to be a better person?
C. Who challenges you to think?
D. Who cheers on your dreams?
E. Who cares enough to rebuke you?
F. Who is merciful when you have failed?
G. Who shares the load in pressurized moments without being asked?
H. Who brings fun and laughter into your life?
I. Who gives you perspective when you become dispirited?
J. Who inspires you to seek faithfully after God?

K. Who loves you unconditionally?

Now, turn these questions around on yourself and reflect how YOU can be this person to someone else.

LIVE IT

“Give To Grow, Grow To Give”

III. Making The Right Contribution Choices

A. Be grateful
   1. Live with an abundance attitude.

B. Put people first
   1. Is there anything more important than people?
   2. If you are a leader, either people will be first, or you won’t be the leader very long.

C. Don’t let stuff own you
   1. Discuss this wisdom from John, “There are only two reasons to have money: To have options and to serve others.”
   2. If your life’s work is to have a life’s work, then you are working for the wrong thing.

D. Don’t let people own you
   1. Owe no man anything, and let not others owe you.
   2. Graciously accept gifts, but never as a means to control you.

E. Define Success as sowing, not reaping
   1. You may never see the harvest of your labors. Think of those who have plowed the ground for you and never knew how much they influenced you.
2. Commit now to not leave this world without having impacted others for good.

F. Keep growing to keep giving

1. People who stop growing will stop giving.
2. People who stop growing will lose their passion.
3. The greatest gift you can give someone is your own personal development.
**LEAD IT**

“When you live this law, you will show others the way and this empowers them to learn it and live it too.”

VI. Applying the Law of Contribution to your Life

<table>
<thead>
<tr>
<th>Facilitation Questions Options</th>
<th>OVERCOME GROWING PAINS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><em>(Specific Steps to Amazing Growth)</em></td>
</tr>
</tbody>
</table>

- **What is your underlying desire in life?**
  
  Self-fulfillment or self-development?

- **Are your best efforts focused on making you feel good, or making someone else successful?**

- **Consider how “others may own you” through unhealthy relationships, unfair expectations, or undesired attention. Make the needed adjustments for these relationships.**

- **Are you a “Go-Getter” or a “Go-Giver”?**
Wrap Up

- Have the group talk about the meaningful actions which they have implemented during these 15 weeks to ensure that the lessons in this study have been taken to heart.

- Discuss the importance of meaningful action.

- Celebrate the accomplishments – the victories that have occurred by rising to the challenge of the exercises during each day.

- Allow the opportunity for each group member to express their gratitude and rejoice in their accomplishment.

- Think about your legacy as mentor to this group. Talk about what it means to be a mentor in the context of John's teaching. Offer your legacy statement and your thought process in developing it.

- Ask those in your MMG if they would like to be a part of your next MMG which starts (insert date) and will cover the book (title of book).

- Invite the “leaders” of your MMG to join you as a member of the JMT and learn how to lead a MMG. Expand your TEAM and expand your business. NOW is the time for you to continue to lead!

- Thank everyone for their dedication to improving their leadership skills and for their faithfulness to the program. Above all, let them know that you appreciate their willingness to be open and participate and therefore making the class a great success.