

THE FIVE LEVELS OF LEADERSHIP

5. PERSONHOOD - The Level of RESPECT

People follow because of who you are and what you represent. Your VALUES.

NOTE: This step is reserved for leaders who have spent years growing people and organizations. Just a Few make it to this level. Those who do are BIGGER THAN LIFE.

4. PEOPLE DEVELOPMENT - The Level of REPRODUCTION

People follow because of what you have done for THEM. What's in it for THEM.

NOTE: This is where long-range growth occurs. Your commitment to developing leaders will ensure ongoing growth to the organization and to people. Do whatever you can to achieve and stay on this level.

3. PRODUCTION - The Level of RESULTS

People follow because of what you have done for the organization. Accomplishments.

NOTE: This is where success is sensed by most people. They like you and what you are doing. Problems are fixed with very little effort because of momentum.

2. PERMISSION - The Level of RELATIONSHIPS

People follow because they want to follow YOU. They BELIEVE in You. They TRUST You.

They DON'T Have to, but they WANT to Follow You.

NOTE: People will follow you beyond your stated authority. This level allows work to be fun.

1. POSITION - The Level of RIGHTS

People follow because they HAVE TO. You have POSITIONAL Leadership. You are the Boss.

They don't have a choice. They HAVE TO follow, whether they want your leadership or not.

NOTE: Your influence will not extend beyond the lines of your job description. The longer you stay here, the higher the turnover and the lower the morale.