



The 5 Levels of Leadership: Proven Steps to Maximize Your Potential

By John C. Maxwell

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The 5 Levels of Leadership: Proven Steps to Maximize Your Potential By John C. Maxwell

True leadership isn't a matter of having a certain job or title. In fact, being chosen for a position is only the first of the five levels every effective leader achieves. To become more than "the boss" people follow only because they are required to, you have to master the ability to invest in people and inspire them. To grow further in your role, you must achieve results and build a team that produces. You need to help people to develop their skills to become leaders in their own right. And if you have the skill and dedication, you can reach the pinnacle of leadership-where experience will allow you to extend your influence beyond your immediate reach and time for the benefit of others.

The 5 Levels of Leadership are:

1. Position - People follow because they have to.
2. Permission - People follow because they want to.
3. Production - People follow because of what you have done for the organization.
4. People Development - People follow because of what you have done for them personally.
5. Pinnacle - People follow because of who you are and what you represent.

Through humor, in-depth insight, and examples, internationally recognized leadership expert John C. Maxwell describes each of these stages of leadership. He shows you how to master each level and rise up to the next to become a more influential, respected, and successful leader.

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Editorial Review

Review

"John has been a mentor and teacher for me for many years and what I love most about him is that he has pushed and helped me personally go through the 5 Levels of Leadership!"? **Kevin Turner, COO, Microsoft**

"The leader's greatest calling is building leadership in the coming generation, and John Maxwell's *The 5 Levels of Leadership* offers the roadmap for taking the journey to that highest level."? **Michael Useem, author of *The Leadership Moment* and *The Go Point***

"The 5 Levels Of Leadership is John Maxwell's ultimate contribution to the topic. It's clear, helpful, inspiring and guaranteed to give any reader the ability to fulfill what Napoleon defined as the role of the leader:

'Define reality, then give hope.'"? **Tim Sanders, former Chief Solutions Officer at Yahoo! and author of *Today We Are Rich***

"I first became acquainted with John Maxwell's material when I went back into coaching for the St. Louis Rams after a 14 year hiatus from NFL coaching....What a wealth of leadership and personal growth wisdom! I believe his *5 Levels of Leadership* is his best work yet. I know you'll love it."? **Dick Vermeil, Former NFL Head Football Coach**

"When it comes to leadership, inspiration is just as important - if not more so - than information. John Maxwell offers both. *The 5 Levels of Leadership* will not only tell you how to climb higher, it will give you the motivation you need to reach the top."? **Dan T. Cathy, President & Chief Operating Officer, Chick-fil-A, Inc.**

"John has taught THE 5 LEVELS OF LEADERSHIP to our leaders at Delta with great results. The insight and valuable principles he delivers has helped all of us - no matter the position or level - raise our effectiveness and improve our performance. John is a dynamic communicator with a heart for leadership that all can learn from."?-- **Ed Bastian, President of Delta Air Lines.**

John Maxwell's books have been required reading for my leadership team for years. I can't think of anyone better at distilling decades of leadership experience into practical, approachable principles that anyone can apply at any level of leadership.

? **Dave Ramsey, host of *The Dave Ramsey Show* and bestselling author of *The Total Money Makeover***

About the Author

John C. Maxwell is a #1 *New York Times* bestselling author, coach, and speaker who has sold more than 24 million books in fifty languages. Often called America's #1 leadership authority, Maxwell was Identified as the most popular leadership expert in the world by *Inc.* magazine in 2014. And he has been voted the top leadership professional six years in a row on LeadershipGurus.net. He is the founder of The John Maxwell Company, The John Maxwell Team, and EQUIP, a non-profit organization that has trained more than 5 million leaders in 180 countries. Each year Maxwell speaks to *Fortune 500* companies, presidents of nations, and many of the world's top business leaders. He can be followed at Twitter.com/JohnCMaxwell. For more information about him visit JohnMaxwell.com.

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