

PARTICIPANT

MAXWELL  
LEADERSHIP  
CERTIFIED TEAM

# THE 15 INVALUABLE LAWS OF GROWTH

## MASTERMIND WORKBOOK



LAW 1 — MEETING 1

# The Law of Intentionality

*Growth Doesn't Just Happen...*

I. Personal Growth is not a \_\_\_\_\_ in most people's lives.

## II. Growth Gap Traps

1. The Assumption Gap – “I assume that I will \_\_\_\_\_ grow.”
2. The Knowledge Gap – “I \_\_\_\_\_ to grow.”
3. The Timing Gap – “It's not the \_\_\_\_\_ to begin.”
4. The Mistake Gap – “I am afraid of \_\_\_\_\_.”
5. The Perfection Gap – “I have to find the best way \_\_\_\_\_ I start.”
6. The Inspiration Gap – “I don't \_\_\_\_\_ like doing it.”
7. The Comparison Gap – “\_\_\_\_\_ are better than I am.”
8. The Expectation Gap – “I thought it would be \_\_\_\_\_ than this.”

\_\_\_\_\_ + \_\_\_\_\_ +  
\_\_\_\_\_ + \_\_\_\_\_ = \_\_\_\_\_

## III MAKING THE TRANSITION TO INTENTIONAL GROWTH

A. Ask the \_\_\_\_\_ Now

B. Do It \_\_\_\_\_

C. Face The \_\_\_\_\_

D. Change From \_\_\_\_\_ To \_\_\_\_\_ Growth

Accidental Growth						Intentional Growth				
0	1	2	3	4	5	6	7	8	9	10
Plans to start tomorrow _____						Insists on starting now				
Waits for growth to come _____						Takes responsibility to grow				
Learns only from mistakes _____						Learns before mistakes				
Depends on good luck _____						Relies on hard work				
Quits early and often _____						Perseveres long and hard				
Falls into bad habits _____						Fights for good habits				
Talks big _____						Follows through				
Plays it safe _____						Takes risks				
Thinks like a victim _____						Thinks like a learner				
Relies on talent _____						Relies on character				
Stops learning after graduation _____						Never stops learning				

## Applying the Law of Intentionality to your Life

**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*

## 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 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 this week – *The Law of Awareness***

**LAW 2 — MEETING 2**

# **The Law of Awareness**

*You Must Know Yourself To Grow Yourself*

**I. Do You Have A Sense Of \_\_\_\_\_ ?**

**A. To grow yourself, you must know the following:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

**A. To reach your full potential, you MUST know \_\_\_\_\_,  
and where \_\_\_\_\_.**

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

**A. People who \_\_\_\_\_ what they would like to do.**

They are confused.

**B. People who \_\_\_\_\_ what they want to do, but \_\_\_\_\_.**

They are frustrated.

**C. People who know what they want to do, and do it.**

These people are fulfilled.

### III. How To Find Your Passion and Purpose

**A. Discuss the need for personal “\_\_\_\_\_.”**

1. What does it mean to be personally aware?

**B. Do you like what you are \_\_\_\_\_?**

**C. What would you \_\_\_\_\_?**

**D. Can you \_\_\_\_\_ what you would like to do?**

**E. Do you know \_\_\_\_\_ you want to do what you would like to do?**

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

1. \_\_\_\_\_ – Becoming very conscious of every choice you make.
2. \_\_\_\_\_ – The major difference between those who do it and those who don't do it, is those who do it, do it.
3. \_\_\_\_\_ – This can be shared accountability with a friend or coach, or personal accountability.
4. \_\_\_\_\_ – Who are the people you are attracting? Are they like-minded in success?



**G. Do you know \_\_\_\_\_ who do what you'd like to do?**

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

1. \_\_\_\_\_ – if you have to, pay people for their time and advice.
2. \_\_\_\_\_ – Meet regularly with someone who can help you.
3. \_\_\_\_\_ – Learn from people even if you can't meet them.
4. \_\_\_\_\_ – Prepare for every interaction: don't wing it!
5. \_\_\_\_\_ – Reflect on each encounter and discover what you are learning.
6. \_\_\_\_\_ – ALWAYS show appreciation for what you are learning from others.

**H. \_\_\_\_\_ you do what you would like to do with them?**

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

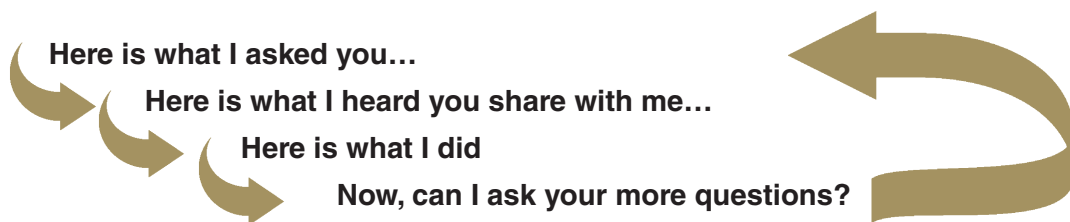
1. Possess a teachable spirit
2. Always be prepared
3. Ask questions
4. Demonstrate learning from them
5. Be accountable

*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:



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

**I. Will you \_\_\_\_\_ to do what you want to do?**

**J. When can you \_\_\_\_\_ what you'd like to do?**

**K. What will it \_\_\_\_\_ when you get to do what you want to do?**



## **OVERCOME GROWING PAINS**

*(Specific Steps to Amazing Growth)*

**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 this week – *The Law of The Mirror***

**LAW 3 — MEETING 3**

# **The Law of The Mirror**

*You Must See Value In Yourself And Add Value To Yourself*

## **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 \_\_\_\_\_**

- A. Self esteem is the single most significant key to a person's \_\_\_\_\_.
- B. Low self esteem puts a ceiling on our \_\_\_\_\_.
- C. The value we place on ourselves is usually the value \_\_\_\_\_ place on us.
- D. "If you place a small value on yourself, rest assured the world will not raise the price."

## **III. Steps to Build Your Self-Image**

- A. Guard your \_\_\_\_\_.
- 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 \_\_\_\_\_ Yourself To Others**

- A. Making comparisons is an amazingly powerful attraction that is really just an \_\_\_\_\_ to your own potential.

**V. Move Beyond Your Own \_\_\_\_\_ Beliefs**

**A. Charles Schwab said, “When a man puts a limit on what he will do, he places a limit on what he can do.”**

**B. Discuss these steps to transforming limiting beliefs into empowering beliefs:**

1. \_\_\_\_\_ a limiting belief that you want to change.
2. \_\_\_\_\_ how that belief limits you.
3. \_\_\_\_\_ how you want to act, feel, or think.
4. \_\_\_\_\_ a “turn around” statement that affirms or gives you the permission to act, feel or think differently.

**VI. Add Value to \_\_\_\_\_**

**VII. Do The \_\_\_\_\_ Even If It’s The Hard Thing**

**VIII. Practice A Small Discipline Daily In A Specific Area Of Your Life**

**IX. Celebrate Small Victories**

**X. Embrace A \_\_\_\_\_ For Your Life Based On What You Value**

**XI. Practice the \_\_\_\_\_ Strategy**

**XII. Take \_\_\_\_\_ for Your Life**

**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 this week – *The Law of Reflection***

**LAW 4 — MEETING 4**

# **The Law of Reflection**

*Learning to Pause Allows Growth To Catch Up With You.*

**I. The Power of \_\_\_\_\_**

**A. Reflection turns \_\_\_\_\_ into insight.**

**B. Everyone needs a \_\_\_\_\_ to pause.**

**C. Pausing with \_\_\_\_\_ expands and enriches thinking.**

**D. When you take time to pause, use your I's.**

1. \_\_\_\_\_ – Pausing is about finding meaning in each experience.
2. \_\_\_\_\_ – Like Crock-Pot cooking, incubation allows experiences and thoughts to grow to their own full potential.
3. \_\_\_\_\_ – The process of placing value on your experiences and performance. “They either applaud you or prod you”  
– Jim Rohn
4. \_\_\_\_\_ – The process of expanding your experiences into teachable lessons.

**E. Good questions are at the \_\_\_\_\_ of reflection.**

## **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?**
- B. What is my biggest liability?**
- C. What is my highest high?**
- D. What is my lowest low?**
- E. What is my most worthwhile emotion?**
- F. What is my least worthwhile emotion?**
- G. What is my best habit?**
- H. What is my worst habit?**
- I. What is most fulfilling to me?**
- J. What is my most prized possession?**
- K. To experience growth in a specific area of your life, ask specific questions to that area of your life.**

**III. The Journey Is \_\_\_\_\_**

**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 this week – *The Law of Consistency***



**LAW 5 — MEETING 5**

# **The Law of Consistency**

*Motivation Gets You Going – Discipline Keeps You Going*

## **I. How To Grow In Consistency**

- A. Do you know what you \_\_\_\_\_?
- B. Do you know how you \_\_\_\_\_?
- C. Do You Know \_\_\_\_\_ You Want To Keep Improving?
  - 1. 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?
- D. Do You Know \_\_\_\_\_ You Are Supposed To Improve?

## **II. Maybe It’s Time To Stop Setting Goals**

Discuss the difference between being goal oriented and growth oriented.

## Goal Consciousness

Focuses on a destination \_\_\_\_\_

Motivates you and others \_\_\_\_\_

Seasonal \_\_\_\_\_

Challenges you \_\_\_\_\_

Stops when the goal is reached \_\_\_\_\_

Waits for growth to come \_\_\_\_\_

Learns only from mistakes \_\_\_\_\_

Depends on good luck \_\_\_\_\_

## Growth Consciousness

Focuses on the journey

Matures you and others

Lifelong

Changes you

Keeps growing beyond the goal

Takes responsibility to grow

Learns before mistakes

Relies on hard work

### III. Constantly Productive

- A. John points out that even the greatest composers didn't wait for inspiration.
- B. "\_\_\_\_\_ " 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 \_\_\_\_\_."
- D. Being "constantly productive" does not mean grinding away at work. It simply means that the \_\_\_\_\_ is the productive person.

## **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***

**LAW 6 — MEETING 6**

# **The Law of Environment**

*Growth Thrives In Conducive Surroundings*

**I. Time For A \_\_\_\_\_**

**II. Change Depends On \_\_\_\_\_**

**A. Choices when it comes to change:**

*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:*

**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?

**B. Change Yourself and Your Environment**

1. Change \_\_\_\_\_ but not your \_\_\_\_\_ –  
Growth will be slow and difficult.
2. Change your \_\_\_\_\_ but not \_\_\_\_\_ –  
Growth will be slow and less difficult.
3. Change your \_\_\_\_\_ and \_\_\_\_\_ – 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. \_\_\_\_\_?
  - b. \_\_\_\_\_?
  - c. \_\_\_\_\_?

**C. Change The \_\_\_\_\_ You Spend Time With**

**D. Challenge \_\_\_\_\_ 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** \_\_\_\_\_

**F. Move Forward** \_\_\_\_\_

**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

## **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***



**LAW 7 — MEETING 7**

# **The Law of Design**

*To Maximize Growth, Develop Strategies*

**I. Glancing Backward, Planning \_\_\_\_\_**

**II. Life Lessons**

**A. Life is very simple, but keeping it that way is \_\_\_\_\_**

1. Keeping plans simple can be found in these questions:

- a. Can it be \_\_\_\_\_? – Can a person internalize it?
- b. Can it be \_\_\_\_\_?
- c. Can it be transferred \_\_\_\_\_? – 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**

\_\_\_\_\_

**C. Life Is Not A \_\_\_\_\_**

**D. In Planning Your Life, Multiply \_\_\_\_\_**

### **III. To Develop Strategies, Depend On Systems**

**A. Personal growth can and will come \_\_\_\_\_.**

**B. There is a saying in business:\_\_\_\_\_ .**

**C. Effective Systems Include:**

1. \_\_\_\_\_ – We must have the end result in mind when building an effective system.
2. \_\_\_\_\_ – What is the highest and best use of your time right now?
3. \_\_\_\_\_ – Without a metric of our own system, there is no way to know if we are succeeding.
4. \_\_\_\_\_ – A good system answers the question: “What now?”
5. \_\_\_\_\_ – A good system should predict the outcome reliably. This is a daily practice of doing the right things over and over again.

## 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***

**LAW 8 — MEETING 8**

## **The Law of Pain**

*Good Management Of Bad Experiences  
Leads To Great Growth*

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

**II. Truths About \_\_\_\_\_ :**

**A. \_\_\_\_\_ has them**

**B. \_\_\_\_\_ likes them**

**C. Few Make Bad Experiences \_\_\_\_\_**

**III. The Pain File**

**A. The Pain of \_\_\_\_\_ – “I have never been through that”**

**B. The Pain of \_\_\_\_\_ – “I should have seen that coming”**

**C. The Pain of \_\_\_\_\_ – “I wish it had never happened”**

**D. The Pain of \_\_\_\_\_ – “Human encounter doesn’t always feel good”**

THE 15 INVALUABLE

- E. The Pain of \_\_\_\_\_ – “I didn’t want that to happen”
- F. The Pain of \_\_\_\_\_ – “I lost what I thought I would always have”
- G. The Pain of \_\_\_\_\_ – “You can’t make everyone happy”
- H. The Pain of \_\_\_\_\_ – “If I could only get that back”
- I. The Pain of \_\_\_\_\_ – “Some people will grow in a different direction than I”
- J. The Pain of Not Being \_\_\_\_\_ – “I deserved to be there”
- K. The Pain of \_\_\_\_\_ – “When I am away, I feel...”
- L. The Pain of \_\_\_\_\_ – “They expect so much from me”

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

- A. Choose a \_\_\_\_\_ life stance
- B. Embrace and Develop Your \_\_\_\_\_
- C. Embrace The Value Of \_\_\_\_\_

**D. Make \_\_\_\_\_ After Learning From Bad Experiences**

**E. Take \_\_\_\_\_ For Your Life**

## **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 The Ladder**

**LAW 9 — MEETING 9**

# **The Law of The Ladder**

*Character Growth Determine The Height  
Of Your Personal Growth*

**I. \_\_\_\_\_:**

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

**II. To Be A Success, \_\_\_\_\_**

**III. The Value Of \_\_\_\_\_**

**IV. Rungs On The Character Ladder**

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

\_\_\_\_\_

**B. I will follow the Golden Rule – \_\_\_\_\_**

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 – \_\_\_\_\_**

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 – \_\_\_\_\_**

1. While many people don't plan to mess up, even more don't plan not to.
2. Having a "beginner's mindset" keeps one pliable and moldable to new truths.

**E. I will strive to finish well – \_\_\_\_\_**

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**

**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 the things of 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 reveal it.”**

**Read the next chapter this week – *The Law of The Rubber Band***

**LAW 10 — MEETING 10**

# **The Law of The Rubber Band**

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

## **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”?

## **II. The Benefit of Stretching**

- A. Few people \_\_\_\_\_.
- B. Settling for the status quo ultimately \_\_\_\_\_.
- C. Stretching always starts from \_\_\_\_\_.
- D. Stretching always requires \_\_\_\_\_.
- E. Stretching sets you apart \_\_\_\_\_.
- F. Stretching can become a \_\_\_\_\_.

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

**G. Stretching gives you a shot at \_\_\_\_\_.**

**H. Stretching to the end.**

## **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***

**LAW 11 — MEETING 11**

# **The Law of Tradeoffs**

*You Have To Give Up To Go Up*

## **I. The Next Step**

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

\_\_\_\_\_?

## **II. The Truth About Tradeoffs**

**A. Tradeoffs are available to us** \_\_\_\_\_

**B. We must see tradeoffs as opportunities for** \_\_\_\_\_

**C. Tradeoffs force us to make** \_\_\_\_\_

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 \_\_\_\_\_
  - b. Change is \_\_\_\_\_
  - c. Change is \_\_\_\_\_

**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.

**E. Most tradeoffs can be made \_\_\_\_\_**

**F. A few tradeoffs come \_\_\_\_\_**

**G. \_\_\_\_\_, the tougher the tradeoffs**

**H. Tradeoffs never \_\_\_\_\_**

**I. Some tradeoffs are never \_\_\_\_\_**

**III. Tradeoffs Worth Making**

**A. \_\_\_\_\_**

**B. \_\_\_\_\_**

**C. \_\_\_\_\_**

**D. \_\_\_\_\_**

**E. \_\_\_\_\_**

## **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***

**LAW 12 — MEETING 12**

# **The Law of Curiosity**

*Growth Is Stimulated By Asking Why?*

**I. Where Does Curiosity Come From?**

**II. How To Cultivate Curiosity**

**A. \_\_\_\_\_ you can be curious**

**B. Have a \_\_\_\_\_**

**C. Make \_\_\_\_\_ your favorite word**

**D. Spend time with other \_\_\_\_\_**

**E. \_\_\_\_\_ new every day**

**F. Partake in the \_\_\_\_\_**

**G. Stop looking for \_\_\_\_\_**

1. 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?



H. \_\_\_\_\_

I. Get out of \_\_\_\_\_

J. \_\_\_\_\_

### **III. Curiosity: The Key To Growth**

A. While we can be happy with answers and milestones,  
we must never stop \_\_\_\_\_

B. Put \_\_\_\_\_ on your curiosity

## **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***

**LAW 13 — MEETING 13**

# **The Law of Modeling**

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

**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 \_\_\_\_\_

B. A good mentor is \_\_\_\_\_

C. A good mentor has \_\_\_\_\_

D. A good mentor \_\_\_\_\_

E. A good mentor provides \_\_\_\_\_

F. A good mentor is a coach who  
\_\_\_\_\_

- a. Consider some of these names for 'coach' from other cultures: (all of which mean *one who goes before and shows the way*.)
- a. Sensei – one who has traveled further down the path
  - b. Guru – “gu” darkness, “ru” – someone who brings light to darkness
  - c. Lama – one with spiritual authority
  - d. Maestro – a master of music
  - e. Tutor – a private teacher
  - f. Guide – one who shows the way
  - g. Mentor – a wise and trusted counselor

### **III. Characteristics of a Coach**

- \_\_\_\_\_ for people they coach
- Observe their \_\_\_\_\_
- Align them with their \_\_\_\_\_
- \_\_\_\_\_ about their performance
- Help them improve their \_\_\_\_\_

#### **A. The Law of Modeling states that YOU need**

\_\_\_\_\_

## **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***

**LAW 14 — MEETING 14**

# **The Law of Expansion**

*Growth Always Increases Your Capacity*

## **I. How to Increase Your Thinking Capacity**

**A. Stop thinking \_\_\_\_\_ and start thinking what works**

1. 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 \_\_\_\_\_?**

**C. Stop thinking \_\_\_\_\_ and start thinking \_\_\_\_\_.**

## **II. How To increase Your Capacity for Action**

**A. Stop doing only those things you have done and start doing those things you \_\_\_\_\_.**

**B. Stop doing what is expected of you and start doing \_\_\_\_\_.**

**C. Stop doing important things occasionally and start \_\_\_\_\_.**

**III. Expand Your Capacity – Expand Your Impact**

**A. Your impact is a \_\_\_\_\_.**

**B. There is \_\_\_\_\_ that determines your future – Your capacity must grow.**

**C. Ask yourself \_\_\_\_\_**

**– now ask yourself where you would \_\_\_\_\_**

**\_\_\_\_\_. That difference is the limits of your capacity.**

## **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***



**LAW 15 — MEETING 15**

# **The Law of Contribution**

*Growing Yourself Enables You To Grow Others*

## **I. Adding Value To Others**

**A. You cannot \_\_\_\_\_.**

**B. Daily Ask Your Self: \_\_\_\_\_.**

**C. What Good \_\_\_\_\_?**

## **II. Be A River, Not A Reservoir**

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

A. Who \_\_\_\_\_ you and offers you a baseline of wisdom?

B. Who \_\_\_\_\_ you to aspire to be a better person?

C. Who \_\_\_\_\_ you to think?

D. Who \_\_\_\_\_ on your dreams?

E. Who \_\_\_\_\_ enough to rebuke you?

F. Who is \_\_\_\_\_ when you have failed?

G. Who \_\_\_\_\_ in pressurized moments without being asked?

H. Who \_\_\_\_\_ and laughter into your life?

I. Who \_\_\_\_\_ when you become dispirited?

J. Who \_\_\_\_\_ you to seek faithfully after God?

K. Who \_\_\_\_\_ you unconditionally?

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

### **III. Making The Right Contribution Choices**

**A.** \_\_\_\_\_

**B.** \_\_\_\_\_

**C.** \_\_\_\_\_

**D.** \_\_\_\_\_

**E.** \_\_\_\_\_

**F.** \_\_\_\_\_

## **OVERCOME GROWING PAINS**

*(Specific Steps to Amazing Growth)*

- **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”?**