

## LESSON TEN

# THE MOST VALUABLE PERSON

## The Leader is the Most Valuable Person



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**THE MOST VALUABLE PERSON**  
*The Leader is the Most Valuable Person*

*“A leader is a person who has people following them, because they want to.”*

LARRY WILSON

**OVERVIEW**

If there is one secret in leading people, it is to generate an atmosphere in which others feel at ease and appreciated.

Leaders get work done through people. Teamwork is essential, up and down the line. Human relations are likely to be strained when people have to be asked to do things that they have not planned themselves or which they might not be keen on doing.

Every person in a leadership role—the manager or supervisor, the parent or guardian, sales people of all types—has to do many things which go against the grain when handling workers, customers, prospects, or children. There is less strain on human relations when such unavoidable duties are done in a favorable, human atmosphere.

The effective leader must be a strong originator. Such a leader must be able to originate a constructive idea and to concentrate on that idea, to reject any other idea that is presented which would not aid in the manifestation of the original idea.

It's very important that we bring to the attention of the serious student that to be a strong originator alone does not make a person an effective leader; you must be capable of becoming subjective to another person's idea within the confines of that idea and carry it through to completion.

The truly effective leader knows WHEN to be WHICH—originator or subjective (i.e., execution).

The effective leader is frequently working with a creative idea which leads in a new direction. It is not uncommon for the leader to experience great resistance and even from their most loyal followers. This is frequently because there may not be one speck of physical evidence indicating the leader is going in the right direction. You see the true leader is being led from within. They have an understanding of the unseen aspect of life. Because of the continuing lack of evidence they are being properly led, the resistance frequently grows. However, the effective leader is calm. That will not waiver. They remain focused with total confidence. They know they are moving and leading in the right direction. Eventually, evidence does appear to the outside world, and the vision the leader

has held steadfast manifests for all the world to see and enjoy.

The effective leader does not have an ego problem. They do not compete. They create. And although at times they appear to operate with a closed mind and total stubbornness, that is definitely not the case. The truth is rarely in the appearance of things. The effective leader is truly a creative visionary. They quietly and calmly follow the little voice within that tells them the way to go. Although it may not be obvious, they are extremely observant. They miss little if anything of what's going on in their world. And they are active listeners. When they receive a suggestion from a follower that has merit, they quickly investigate the idea and when they determine the other person's idea is superior to their own, they reject their own idea, accept the other person's idea and work with it as if it were their own, always publicly giving the other person who originated the idea full credit.

This does not, however, mean that every idea that comes their way is accepted. In fact, few are—only those ideas that move everyone closer to the manifestation of the leader's vision.

*“Employ your time in improving yourself by other people's writings,  
so you shall come easily by what others have labored hard for.”*

SOCRATES

## KEY POINTS

- The effective leader has a vision of where they are going and knows that they will get their people to buy into that vision.
- Become an intelligent follower. Become the best follower that you are capable of becoming. The person who isn't a good follower is never going to be an effective leader.
- Develop in your own mind belief and deep respect for your leader. This will help you develop the awareness of the importance in earning that from your followers when you become a leader.
- Organizations are always looking for great leadership, for individuals who see themselves as a strong leader.
- A leader has a great attitude. A leader will automatically look for and find the good in others.
- Leaders create an environment that brings out the good in others which is why the leader is the person others want to follow.
- An effective leader understands who they are, takes control of their own life and leads themselves in the direction they want to go. The effective leader knows how to give themselves a command and follow it. Effective leaders

understand their creative abilities; they know they have the capacity to create anything they want in their world, whether it's on an individual basis or as the leader of a team or organization.

- The effective leader maintains a good attitude regardless of what's going on outside.
- Leaders know where they are going and although they have plans, they do not know how they are going to get there. They only know they are going to get there. They will change their plan but never the goal.
- Leaders understand that if a person is not prepared to do more than they are being paid for, they will never be paid for more than what they are doing.

### THE MOST VALUABLE PERSON INDIVIDUAL WORKSHEET

1. How would you describe yourself—as a leader or a follower?
2. If you consider yourself at this time as a follower, know that being a follower is not bad or wrong. Being an effective follower will prepare you for leadership.
  - i. Who are you following?
  - ii. What are the qualities or characteristics of this leader you want to emulate?

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- iii. What action steps can you take this week to embrace these characteristics?

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- iv. How can you be a better follower?

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- v. What action steps can you take to prepare you to be a leader?

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3. If you consider yourself as a leader...

i. How would you describe yourself as a leader?

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ii. How would you describe your attitude? Is this your attitude regardless of what is going on outside?

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iii. What are you creating as a leader? What is the vision you have for your team, department, organization?

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iv. What is your plan to move towards this vision?

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v. How are you developing the people around you?

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vi. What action steps can you take to be an even more effective leader?

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4. How can you do more than what you are paid for? What would that look like?

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**THE MOST VALUABLE PERSON TEAM WORKSHEET**

1. What are the goals of the team? What are the worthy goals that were set in Lesson One?

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2. What are the characteristics of leadership that are most needed to make this goal a reality?

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3. How can each person on the team be a better follower?

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4. How can each person on the team stretch into the role of being a leader? What would prepare team members for a leadership role?

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5. What does the team need from the leader to move towards the team goal?

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6. What does the leader need from the team to move towards the team goal?

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### 3 THE THREE R'S EXERCISE — REVIEW, RE-THINK, REWRITE

1. **Review** the ideas, exercises and tools you have received in this Lesson Ten of *Thinking Into Results* and outline what you have learned.

2. **Re-think** what action steps you will take based on this Lesson that will move you and your team closer to the goals you identified in Lesson One.

3. **Rewrite** your goal. Does your goal need clarification? Is the image clear? If you gave the written description of the goal to an absolute stranger, would that description create a picture in their mind that is the duplicate of the one you are holding in your mind? If not, bring more clarity to the written goal.