

JOHN C. MAXWELL

*America's #1 Leadership Authority: Over 24 Million Books Sold*

# THE 5 LEVELS OF LEADERSHIP

#1 *New York Times* bestselling author John C. Maxwell explains how true leadership works and makes it accessible to everyone. Leadership does not come from your title. In fact, being named to a position is only the first and lowest of the five levels every effective leader achieves. To become more than a boss people are required to follow, you must master the ability to inspire and build a team that produces not only results, but also future leaders.

## 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.

By combining the advice contained in these pages with work and a willingness to learn, anyone can rise to a higher and more effective level of leadership and thus make a greater impact.




LAUREN LIEBERMAN

**JOHN C. MAXWELL** is a #1 *New York Times* bestselling author, coach, and speaker who has sold more than 24 million books. Called America's #1 leadership authority, 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 he 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](https://twitter.com/JohnCMaxwell). For more information about him visit [JohnMaxwell.com](http://JohnMaxwell.com).

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