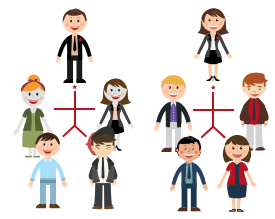


Level 04

Team Builder

Succession:

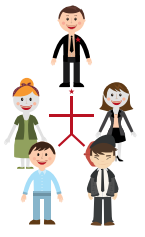
As a leader, I need to equip the leaders who work for me to build their own teams - to become team leaders who develop other team leaders - moving from creating followers to creating other leaders. My influence is from investment in others, not from title or role.



Team Leader

Success:

As "the boss" of a team, I need to help my team members grow in their ability to lead so that our team can create even more capacity - and further increase our impact as a team. We perform together, and I become a better leader as they become good followers. My influence is from permission, not position.



Level 03

Team Member

Team performance:

One is too small a number to achieve greatness. I need team members to want to help me so that together we can deliver bigger, more important work than I could do by myself. My influence comes from relationships, not formal power.



Individual

Perspective:

I need more than great geek skills to succeed. I need to lead myself - would I follow me? In addition to my technical talent, I know that I need to learn about business, and about how to work with others.



Level 02

Level 01

START



4 LEVELS OF THINKING AS A GEEK LEADER



The JOHN MAXWELL Team