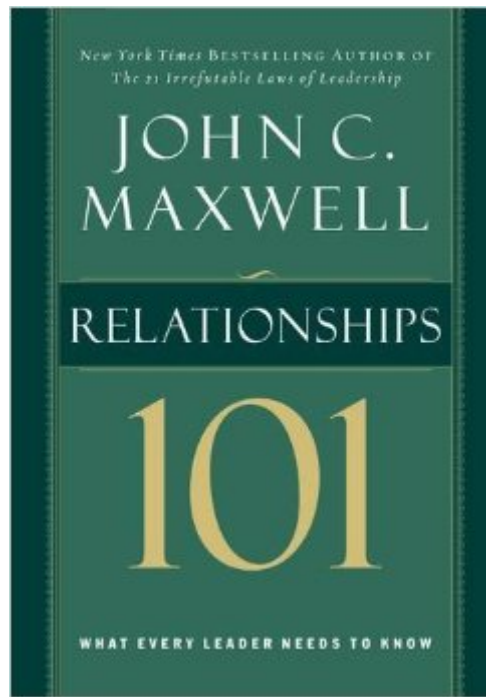


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# Relationships 101 (Maxwell, John C.)



## Synopsis

Great leadership is built on great relationships! Leadership is a relationship-intensive endeavor. If your people skills aren't strong, neither will be your leadership. "If people aren't following you," sums up New York Times and Business Week best-selling author Dr. John C. Maxwell, "then you're not really leading." In Relationships 101, Maxwell provides time-tested principles for developing healthy relationships with others—inside and outside of your organization—such as:

- The fundamentals common to all good relationships
- How to motivate people by knowing five things everyone has in common
- How to create a lasting connection with people on your team
- Why listening skills can be a leader's best friend
- The crucial factor that creates the foundation of all good relationships
- The most important relationship for any person's success
- Winning in every area of life comes from winning with people.

Improve your leadership and life with Relationships 101!

## Book Information

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## Customer Reviews

Leadership expert John Maxwell is extremely good at expressing complex truths in series of simple sentences that individually seem obvious. As the pages go by, one realizes one is being exposed to a well-thought out comprehensive world view as to how people should lead other people in a manner than benefits society as a whole. Relationships are important to success, the author writes, because relationships are the glue that holds team members together. What a leader needs to know about others, the author writes, is that people don't care how much you know until they know how

much you care. Leaders can encourage others, the author says, by believing in people before they have proved themselves. This is the key to motivating people to reach their potential. Leaders can connect with people, the author says, by always remembering that the heart comes before the head. Leaders can become better listeners, the author says, by treating every person as if he or she were the most important person in the world. Leaders can build trust with others, the author says, by having their words and actions match. The most important relationships, the author says, are at home. Succeed at home, and all other relationships become easier. A leader can serve and lead people at the same time by loving the people he or she leads more than his or her position, the author says. As the author always does in the many books he writes, he backs up his views with famous historical quotes and anecdotes..

First impression: "I thought you'd be bigger." Seriously, this book is just 89 pages. It's not terribly small print and it looks like it is 1.5 line-spaced, so it's not very dense text either. Paragraph and/or topic breaks create blank lines taking up even more page space. Basically if you are a decently quick reader and set out to actually read this book in one sitting, it is likely to happen in an hour or two. What I think I have learned: Ronald Regan liked people, Jimmy Carter not so much. To build good relationships you need to make other people think that they are your friend. Maybe even your best friend. You need to love yourself. You need to care about other people. Instead of trying to forward your own agenda, it is better to help other people... then they will help you. Building a solid relationship takes respect, because if you don't respect someone they can tell, shared experiences because if you share this you can build a bond. Trust because you don't want to connect with people you don't trust. A two way street, relationships built with all the help, love, respect and/or trust coming from only one person in the relationship will fail. Building good relationships is hard. People have fear. People are self-centered. People fail to appreciate differences or acknowledge similarities. The heart comes first. You need to think about what people love and help them achieve that, this will help build a bond and they will then want to help you. To build good relationships you need to stop talking.

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