



LeaderSHIFT: INVESTMENT

Leadership Behavior: Leaders Lead Leaders

Luke 8:4–8 (ESV)

4 And when a great crowd was gathering and people from town after town came to him, he said in a parable, 5 “A sower went out to sow his seed. And as he sowed, some fell along the path and was trampled underfoot, and the birds of the air devoured it. 6 And some fell on the rock, and as it grew up, it withered away, because it had no moisture. 7 And some fell among thorns, and the thorns grew up with it and choked it. 8 And some fell into good soil and grew and yielded a hundredfold.” As he said these things, he called out, “He who has ears to hear, let him hear.”

Question: If I gave you \$1,440 today what would you do with it? Why would you make the choice you did? Would that choice represent spending or investing? Do you see an advantage of one over the other?

Today you'll have 1,440 minutes to spend or invest. The choice you make with each precious moment changes everything.

Leadership Principles From the Parable of the Sower

The Sower

The sower could represent a leader. He has a finite amount of seed and the responsibility of sowing that seed. As a leader, we direct where our best resources are sown. Great leaders strategically sow in the direction of their greatest priorities.

The Seed

The seed could represent our resources. Resources are things like staff or volunteers, money, time, energy, buildings, and supplies. It is what we have been entrusted with to get things done. Great leaders who strategically allocate their resources yield the maximum outcome.

The Soil

The soil could represent where and how we deploy our resources. In the parable, not all places produced the same. As leaders, when we think about resources, we have to think about where they are best sown. Great leaders look for the best soil in which to sow.

The Kingdom of God has an expectation of multiplication

Investing vs Spending

Spending - is a simple transaction. It's an expense. It's something given in return for what you give.

Investing - carries an expectation of an exponential return.

Poverty Class Mentality - accumulates necessities

Middle Class Mentality - accumulates liabilities (takes wealth out of my pocket)

Wealth Class Mentality - accumulates assets (puts wealth in my pocket)

Our life is always moving towards our most dominate thought...if I want to change my direction, I have to change my thinking!

Great leaders think investing rather than spending.

1. LEADERS THINK TIME INVESTMENT, NOT TIME MANAGEMENT

Good leaders learn to manage their time. Great Leaders understand time is not a renewable resource. Therefore they do not manage their time, they invest it.

What are your MVPs (most valuable priorities) and when are they best accomplished?
(Draw Yourself A Circle)

As much as possible, direct the best of your time toward whatever you expect your highest return.

Helpful Tip: Delete your "To Do" list...schedule your MVPs for each day.

2. LEADERS THINK DEVELOPMENT, NOT DELEGATION

Good leaders will delegate tasks. This adds hands to their work and makes the job go smoother. Great leaders understand that developing leaders will do more than add hands to the work, it will multiply the hands.

Delegation is about assigning responsibility (requires oversight).

Development is the assigning authority (requires trust).

Make a list of the people you are currently investing in. How are you developing them? What can they do today, that they could not do before? Have you given them authority along with the delegated responsibility?

Your most valuable resource is always people! The potential of your organization rests on the strength of its people. So—who are the people you haven't invested in enough yet?

3. LEADERS THINK ON STRENGTHS, NOT WEAKNESSES

This is the 80/20 rule. 80% of your returns will come from 20% of your efforts. Good leaders try to be better across the board. Great leaders invest in their strengths and focus their energy there.

Do a Talent Search Profile.

Make a list of your strengths and talents. What are you good at? What do you know best? What do you have expertise in? Ask others to help you identify. Narrow your list to your top three to five strengths.

How can you investment in your strengths and how can you make the most of those?

Putting It Together

If you're simply spending your time or spending your money, you will never become a world class leader. The best leaders are not making an even trade. They are making an investment and expecting an exponential return.

Identify your MVPs for the week.

Identify a leader you can invest in this week.

Identify a strength you can invest in and with.

Now put them in your calendar and go forth scattering seed!