

The JOHN MAXWELL **Team**

Meeting Fourteen

THE LAW OF EXPANSION

Growth Always Increases Your Capacity

I. How to Increase Your Thinking Capacity

A. Stop thinking _____ and start thinking _____ what works

1. Ask these question about what works:

- a. What am I required to do?
- b. What gives me the greatest return?
- c. What gives me the greatest reward?

B. Stop thinking *can I?* Start thinking _____ ?

C. Stop thinking _____ and start thinking _____

II. How To increase Your Capacity for Action

A. Stop doing only those things you have done and start doing those things you _____

B. Stop doing what is expected of you and start doing _____

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C. Stop doing important things occasionally and start

III. Expand Your Capacity – Expand Your Impact

A. Your impact is a _____

B. There is _____
that determines your future – Your capacity must grow.

C. Ask yourself _____
– now ask yourself where you would _____.
That difference is the limits of your capacity.

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OVERCOME GROWING PAINS

(Specific steps to amazing growth)

Have you made the transition from “I Can’t!” or “Can I?” to “How Can I?”

Do some dreaming and then ask yourself:

If I knew I could not fail, what would I attempt?

If I had no limitations, what would I like to do?

If money were not an issue, what would I be doing with my life?

Do these things seem impossible, or possible? If they seem possible, then you are ready to expand.

Give yourself an effectiveness audit so that you can be sure you are thinking **WHAT WORKS** instead of **MORE WORK**.

Think about your own behavioral patterns. What is working and what do you need to adjust? Use the criteria of “Required, Return, Reward” to help you make the needed adjustments.

Read the next chapter this week – The Law of Contribution