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The business of the business

Servant Leadership;
It has been a 200 year journey, not just the last 50 years in Network Marketing

Where did the concept of Servant Leadership come from?

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It is no wonder that during the course of a month, the ideas that come in, regarding that month's theme, start flowing. The famous saying, *when the student is ready the teacher will appear*, is so true. I have had conversation this month with so many people both in and out of network marketing about the idea of servant leadership. Servant leadership, years ago wasn't a very popular form of leadership in the business world.

Network marketing was one of the first industries to embrace servant leadership

Because the more you help, assist, teach, motivate and serve those in your group, the more you and the group become successful. Before I got into Network Marketing, I came from the traditional business world. I was looking for ways I could grow my business and get ahead in this new business of mine. My focus was totally on me and how I could climb in my company as quickly as possible. I reached some high pin levels rather quickly but there was something wrong.

As a result of my focus being upon me and not those that I was bringing into the business, my business wasn't growing on a solid foundation. I was losing people as quickly as I was getting them in. I didn't know the dreams and expectations of the people I sponsored (and was responsible

for.) It never dawned on me to know that. I didn't realize that was such an intricate part of successfully building a business.

Back then was the first time I had ever heard the term Servant Leadership. The two people I first heard that term from actually used it as a catchy phrase, and I came to find out that it was more than a catchy phrase. It actually required me to take my eyes off of me and put them on my team. In the beginning of my career I followed the lead of people using the term servant leadership, while practicing the common business philosophy of "me first".

Real success started to come when I began observing and mimicking true servant leaders in my Network Marketing Company. What an eye opener! Taking my eyes off of me and focusing upon others, was the way to truly serve and care for others. It reflected the habits of some great leaders that I came to know, that were actually walking the talk, These leaders were very successful. The reason was because they took their eyes off themselves and put them on the people they worked with, leading them down a path to success. These people had a heart to serve others and their people knew and felt it. Their people's success really mattered to these leaders. Their dreams and hopes were known by their upline.

I started to duplicate what these leaders were teaching me. I started to see the corporate way was not the way to grow a successful business. I started to observe that this philosophy of servant leadership was followed by good men and women all over the world and in many industries and throughout history. I realized that it was the core of many religions and that my own personal belief had the perfect model of servant leadership. Network marketing is more than 50 years old, but this concept of servant leadership is more than 2000 years old. It was taught by the master networker himself, Jesus.

I was reading a piece this month from the Thursday March 13, 2007 Devotional Today In The Word from Moody Bible Institute (820 North

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http://www.todayintheword.org/) that I found pertinent on this very subject on the portrait in leadership.

Portrait in Leadership

An "oxymoron" is a phrase that contradicts itself or is an apparent impossibility- "dry water", for instance, or "well-known secret". Other examples might include "dark white", "male mother", "beautiful monster", and "bankrupt billionaire". Nowadays, some people would add "political intelligence" and "cheap gasoline" to that list!

"Servant leadership" appears to be an oxymoron. How can a person take a low position and a high one at the same time?

In the middle of a series of biographical leadership examples, we'll take time out today to reflect on this question. The background for today's reading is that the Jewish people expected a political Messiah to lead them against the Roman Empire. Accordingly, Jesus' followers expected His kingdom to come very soon. They wanted on board - they were angling for high positions. James' and John's mother's request that her sons be given places of authority and privilege was simply a mother looking out for her family's interests (Matthew 20 v. 21) But since they didn't understand what kind of kingdom Jesus brought, they didn't understand the ineffectiveness of self-seeking to get ahead in it. Hoping the "cup" Jesus spoke of was full of blessings and honor, they didn't understand it held God's wrath and their future suffering for the gospel (v.23). The jealous indignation of the other disciples showed that none of them yet understood the kind of ministry to which Christ was calling them.

So Jesus taught them a mystifying lesson on leadership (vv. 25-28). In the worldly status quo, power is used for the benefit of those who hold it. That's the way things work. But in His kingdom, the path to greatness is servanthood. Even more, whoever wants to be first must be even lower, a slave. The Son of Man Himself had come to serve and surrender His life, and His followers must do the same. The disciple's jaws must have been on the floor. Their whole idea of the purposes, values, and relationships in leadership had just been turned upside-down!

How does this pertain to network marketing? My observation of the most

successful leaders in many, many companies has been that of almost slave like servanthood. It flies in the face of the clawing your way to the top, but rather mimics what was taught 2000 years ago.

As I stated before, when the student is ready the teacher will appear. As the month has progressed, the many people I've talked to about servant leadership all touched upon some aspect of what Jesus taught 2000 years ago. What he taught was as radical back then as it is today. But what Jesus taught is as effective today as it was back when he first taught it, and throughout the ages. These principles hold true no matter what your personal beliefs are.

Take your eyes off yourself and put them upon others and watch what happens!

Aim high!
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