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Follow the Leader - If

Dr. John Maxwell from San Diego, California, says that in a lifetime the average person directly or indirectly influences ten thousand other people.

by **Zig Ziglar**

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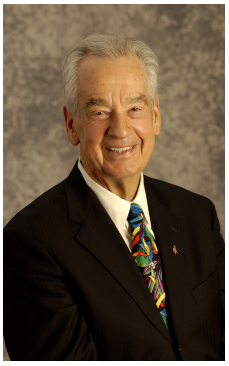

I'll be the first to admit that sheep are not the most intelligent creatures on earth, but from time to time I wonder about some of us people. When sheep herders wish to move their flock from one pasture to another, if there is a slight obstacle in the path they let a goat lead the way and he will be the first to jump over the obstacle. The sheep follow dutifully. Interestingly enough, you could remove the obstacle and the sheep would continue to jump over an obstacle which no longer exists.

To a degree, people are the same way. A major cross country race in Kuala Lumpur, Malaysia, was to cover a seven-mile course. Two hours after the race began there were no runners in sight and the officials became concerned that something had happened. They set out in their automobiles to find the runners and discovered that all were six or more miles away, running in the wrong direction. Some had actually covered over ten miles. A. J. Rogers, the Association secretary, said the mix-up

apparently occurred when the runner leading the pack took a wrong turn at the fifth checkpoint and the rest followed him.

Dr. John Maxwell from San Diego, California, says that in a lifetime the average person directly or indirectly influences ten thousand other people. Those who are in leadership positions influence many, many more.

> **That's the reason leadership carries such an incredible responsibility - namely, that of making certain you're heading in the right direction, that the decisions you make are character-based and the route you choose is a good one.**

When you make a decision, that decision is going to directly or indirectly influence countless other people. Right decisions by the right people can impact people positively, so make good decisions and I'll SEE YOU AT THE TOP!

Zig Ziglar was known as America's Motivator. He authored 32 books and produced numerous training programs. He will be remembered as a man who lived out his faith daily.

Zig Ziglar is known as America's Motivator. He is best known for his inspirational messages of hope through his 28 books and numerous audio and video recordings. To be inspired visit his website at http://www.ziglar.com

Based on the principles of founder, Zig Ziglar, the Ziglar Way conveys powerful

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life improvement messages that transcend barriers of age, culture and occupation. Delivered through personal development training and corporate training programs, the Ziglar Way has impacted more than a quarter of a billion lives.

The Ziglar Way—a philosophy is born

The personal and professional development strategies you discover through Ziglar are all built on or related to a basic philosophy. A philosophy developed by Zig Ziglar more than 50 years ago.

A World War II veteran who grew up poor in Yazoo City, Mississippi, Zig worked in a succession of sales companies early in life. As his sales skills grew so did his interest in motivational speaking. During speeches, his messages of hope, encouragement and faith showcased his way of life—forming the Ziglar Way.

How the Ziglar Way makes a difference

Taking action, common sense, fairness, commitment and integrity form the basis for this way of life. And when you live by this philosophy you'll live a balanced life while achieving significance at both work and home.

All Ziglar programs focus on these key items - old and new. That's why Ziglar programs from the past continually change lives while newly developed personal and corporate training programs at Ziglar remain consistent with this basic philosophy.