

# **Leading Leaders to Leadership**



**21 Secrets for Leveraging Your  
Way to Greater Success**



**John Fuhrman**

**A Possibility Press Book**

# Leading Leaders *to* Leadership

**John Fuhrman**

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# **Dedication**

To those who have failed and have kept going anyway. Your greatness is still ahead of you. Your perseverance will serve as a leadership role model for many who look up to you. I hope many follow in your footsteps as you journey toward your dreams together.

**“F***ollow your  
decisions with  
action—whether things  
are ideal or not—  
success comes in the  
doing.”*

—John Fuhrman

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**“M**ost people have some leadership qualities and the potential to develop even more. They just need to be nurtured by someone who is already where they want to be—to help point the way.”

—John Fuhrman

## *Chapter One*

# **Why Another Book on Leadership?**

*“For the most part our leaders are merely following out in front; they do but marshal us the way that we are going.”*

— Bergen Evans

**L**eadership training is a hot topic. Business seminars and training sessions on leadership are conducted around the world. Big corporations, home-based businesses, and those in between are always looking for people who are leaders or can be developed into leaders.

The problem is that leadership training and development is typically centered on what people need to do *after* they find themselves in a leadership position or level. They may have gotten there perhaps because of technical expertise or education, but they probably weren't taught the relationship-building skills so essential for effective leadership. Those people most likely didn't grow up in a leading-leaders-to-leadership environment where they were mentored along the way. As a result, they weren't really prepared for the new role. This inadequacy, of course, tends to perpetuate itself within an organization.

Want-to-be leaders need to associate with leaders who are qualified to help them accelerate the climb to the next level of their business or profession. To develop fine new leaders, the focus needs to be on demonstrating, by example and mentoring, the qualities the want-to-be leaders need to have. They also need to be taught to help others grow more proficient in their leadership qualities and abilities. The mentoring process needs to be duplicated, whereby the leader is always training his or her “replacement” and understands that this is the best approach for ultimate success.

For example, imagine you are a home-building contractor. Would you hire a car salesman, no matter how successful, to be a foreman in building your next new home? Of course not! You would first need to teach him about building homes, and lead him in doing it—so he could gain experience and get good at it. (Just because someone is successful in one area doesn’t mean he or she knows how to be successful in another.)

Once the new person becomes proficient at building homes, he would then need to be taught and mentored in how to deal effectively with and motivate the other workers before you would consider making him the foreman. He would then be qualified not only on the technical aspects of building a fine home, but he’d also be able to work with others, create a team, and lead each individual in doing a quality job.

Now if you want to expand your home-building business, you would also need to train your foreman to identify and mentor those who want to grow into being foremen themselves. This would then give you the ability to build more than one home at a time, where other homes could be built without your direct involvement. You would then be in more of an overseeing leadership capacity.

If you are already an experienced leader, consider this a refresher course. If not, consider where you are now and decide where you’d like to go. This book will teach you what you need to do to become a leader so you can get there.



You'll discover the major factors holding you back from your true potential. You'll also learn the techniques you can use to break through barriers, and begin the journey toward how you want your life to be. The process is simple but not quick and easy. It's going to take a great deal of effort, as anything worthwhile always does!

*Leading Leaders to Leadership* shares that most people have some leadership qualities and the potential to develop even more. They just need to be nurtured by someone who is already where they want to be—to help point the way.

If you want to be fit and have a well-toned body, you can't do so just by going to a gym and having a professional trainer explain how to develop and maintain your condition after you've achieved it. First of all, you would need to become flexible—by stretching and loosening up. You would then start working with small weights, gradually increasing to larger ones, while doing the recommended exercises, until your strength and appearance were where you wanted them to be. After that, you would need to devote time and energy to maintaining the look and feel you've developed, and perhaps going beyond.

Edison said, "I've had a great deal of success with failure." For a long time it seemed like I was the only one who lived that. But I now realize that is what successful people go through. They're consistently overcoming failure and rejection. This book is for those who are looking for the knowledge, hope, and encouragement that says, "If others can succeed in spite of all that they went through, so can I."

Throughout my life, I've failed my way to success, with each triumph removing the residual pain of past failings. Never let failure stop you in your quest for a goal. Failures yield valuable information—like road signs along the way. They'll tell you what didn't work or that you need to modify your plans and take a different route. I hope your journey is shorter than mine, but even if it isn't, that's

okay. Great possibilities lie ahead for you when you just keep going.

### **What Is Leadership Anyway?**

Some people think leadership is telling others what to do. But that's not true. That may be loosely considered teaching or dictating, but definitely not leading. Leadership is influencing others by example. True leaders don't tell anyone what to do. They would rather invest their time teaching what they know and showing how it is done—so others can get where they want to go. Most of all, being a leader is about putting others first without regard to the payoff.

You'll read some examples of others who went through their own processes to succeed. It doesn't matter what you want to do. It could be anything from building your own business to going to the next level where you work.

Understand the steps to success which are common to all the examples, but it's most important that *you* courageously move forward, step by step. This will enable you to reach goals, achieve new levels of success, dream bigger, and then repeat the process—creating an upward spiral.

We may never meet face to face. Most likely, I will never know who did or didn't follow any of the suggestions in this book. But I'm confident that those who do will make a difference in other people's lives who, in turn, can do the same.

As you read and after you finish the last page, I hope you feel tremendously hopeful. When you say to yourself, "If that guy can do it, I sure know I can," you'll be on your way. Now go out and make a difference in someone else's life, or even in a lot of people's lives—and teach others to do the same.

If we have the opportunity to meet, introduce yourself to me, look me in the eye, and say, "Man, if you can do it, there's no doubt I'm going to succeed!" We'll shake hands and we'll both know that you will do your best to make a difference—whatever your aspirations may be.