

LEADERSHIP MADE EASY

Leadership Made Easy

DAG HEWARD-MILLS

PARCHMENT HOUSE

Scripture quotations are taken from the KING JAMES VERSION of the Bible, unless otherwise stated.

Copyright © Dag Heward-Mills 2002

First published 2002

Published by Parchment House:

*P.O. Box 114
Korle-Bu
Accra
Ghana*

ISBN: 9988-596-99-2

All rights reserved under international copyright law. Written permission must be secured from the publisher to use or reproduce any part of this book, except for brief quotations in critical reviews or articles.

Contents

<i>1. Recognize Your Desire As A Symptom Of Your Call To Leadership</i>	<i>1</i>
<i>2. Do Not Rush Around From One Emergency To Another</i>	<i>5</i>
<i>3. Always Remember: "Nobody Wins Until We All Win"</i>	<i>10</i>
<i>4. Know The Names Of Many People</i>	<i>13</i>
<i>5. Invest In Yourself</i>	<i>15</i>
<i>6. Value Time And Manage Time</i>	<i>18</i>
<i>7. Great Achievements Require Great Discipline</i>	<i>21</i>
<i>8. Have A Vision</i>	<i>23</i>
<i>9. Value Every Moment In The Presence Of A Great Leader</i>	<i>25</i>
<i>10. Take Charge!</i>	<i>29</i>
<i>11. Master The Art Of Raising Money</i>	<i>31</i>

12. *Be Merciful* 34

13. *Have Genuine Friends* 36

Other books by Dag Heward-Mills

Poison: Taming Your Tongue

In this book, Dr Dag Heward-Mills describes the deadly poison found in the tongue, and provides lessons for taming this unruly part of our bodies. Full of real-life stories, this book will minister to you in a practical and interesting way.

The Beast of Prodigality

Are you the head of an ant or the leg of an elephant? How many chances will you have in this life? Why do some people walk away from obviously great opportunities? This vintage teaching examines the syndrome of prodigality.

The Strange Woman

Are you “strange”? What does the Bible mean by “strange woman”? In this revealing book, Bishop Dag Heward-Mills shares with you some vital secrets on how to protect your life and ministry from strange people.

Name it! Claim it! Take it!

In this book, the author shows the believer a master key to receiving spiritual, physical, financial and material breakthrough.

They Went to Hell

Does life end in the grave? Is there life after death? These are some of life’s great mysteries. Allow Dr Dag Heward-Mills to take you on a journey beyond the grave and find out for yourself what actually exists after death.

Bearing Fruit After Your Own Kind

Do you want to be great in God’s kingdom? Do you want to bear much fruit in the Lord? In what areas can God use you? In his usual style, Dag Heward-Mills lucidly expounds the spiritual truth of bearing fruit after your own kind.

Forgiveness Made Easy

Is there any sin that God will not forgive? What is the litmus test for forgiveness? This book is a must for every Christian who desires to walk in unbroken fellowship with God. Leap from pain to joy as Dag Heward-Mills outlines biblical keys to successful relationships.

All About Fornication

What are the complications of fornication? Are you insulated from this sin? Discover more about the international and cross-cultural sin of fornication in this book. Dag Heward-Mills presents the reader with practical steps on how to climb out and stay out of the pit of fornication!

Frugality

This book is phenomenal! Is your business improving? Is your church growing? What does it mean to have a big front door and a big back door? How can I prosper in good times and in bad times? Enjoy the practical and down to earth teaching in this book.

The Minister's Handbook

This book is a compilation of the material a minister needs to conduct various ceremonies such as marriages, funerals, baptisms naming ceremonies, etc. It has been presented in an easy-to-use format which all pastors will find very helpful.

Anagkazo: Compelling Power

Learn about this "compelling power" which makes evangelism effective and fruitful even in the face of opposition, excuse, suspicion, resentment, etc. This book by Dag Heward-Mills can make you more of a soul-winner than you have ever been!

The Mega Church

The heart cry of God is for the world to be saved, and for His house - the church - to be filled! From this revelation was born this book by Bishop Dag Heward-Mills.

Backsliding: Develop Your Staying Power

Though an unusual subject, “backsliding” deals with a very common occurrence among Christians. Many begin, but not so many survive to the end. In this book, Bishop Dag Heward-Mills sounds the alarm, and graphically shows why every Christian must make it to heaven!

Beauty

What do you know about beauty? Is beauty one of the things you are looking for in a wife? Be enlightened as Dag Heward-Mills carefully and systematically outlines the ten attributes of physical beauty in this book.

Born Again

What does it mean to be “born again”? What is not the same as being born again? Will I go to heaven if I’m not born again? In this interesting book, Dag Heward-Mills throws more light on many of the misconceptions about the “born again” experience!

Duality

Are people really straight forward? Have you ever met someone who seems to have two personalities? Meet the perfect pretender in Brother Dag Heward-Mills’ classic exposé on the double personality. This timeless message is a must for every sincere believer.

Ministerial Ethics

In this outstanding work, Brother Dag Heward-Mills examines real-life situations in ministry today. He addresses practical issues like finances, politics and ministerial interactions. This book is a must for every Christian leader.

Principles of Success

Only one man in the Bible is described as “a man after God’s heart.” What earned him this reputation? Are the principles that made him successful in the eyes of both God and man relevant to the believer today? Find out in this exciting book!

Supernatural Power

A lot of mysteries surround the spiritual realm, no doubt. But the fact still stands that the “supernatural” is real! Join Bishop Dag Heward-Mills in this exciting trip to the world of the supernatural and discover how to access this realm!

One Hundred Percent Answered Prayer

You prayed for something and didn't get it... Out of the frustration and the disappointment, you quit praying... Familiar isn't it? The question then is: can one experience one hundred percent results to prayer? Yes, yes, YES! Find out how!

Unbeatable Prosperity

The ability to prosper comes from God, and it is His will for the believer to experience unbeatable prosperity! As you read this book, let faith and confidence be stirred up in you, and lead you to possess your possessions!

Strategies for Prayer

Knowing what to pray for and how to pray makes prayer enjoyable. In this excellent book, Bishop Dag Heward-Mills reveals certain strategies for prayer which will revitalise your prayer life, and give you a sense of direction.

Catch the Anointing

This exceptional book by Bishop Dag Heward-Mills will teach you what it means to “catch the anointing” and how you can be anointed for ministry. Learn how to catch the anointing for the work of ministry. This book is a must for every minister.

Lay People and the Ministry

Based on his experience of the lay ministry, Dag Heward-Mills shows why the Great Commission cannot be fulfilled without this biblical concept of lay people getting involved in the work. Learn how to combine your secular profession with real and effective ministry.

Solomonic Success

Learn about Solomon's success in this enlightening book, the third in the success series by Bishop Dag Heward-Mills.

Secrets of Success

All through the Scriptures, God has made it abundantly clear that success is included in His master plan for the believer's life here on earth. But how can one experience biblical and real success? This book gives the answer to that question.

Seven Great Principles

At last this popular and powerful teaching is on the printed page! Seven Great Principles will enlighten you about the effect of salvation on the spirit, soul and body of a person. May God grant you the spirit of wisdom and revelation as you read this book!

Leaders and Loyalty

Some are born leaders. Some develop into leaders. In this classic book, Bishop Dag Heward-Mills teaches on how this ingredient of loyalty consolidates a leader's performance. Using biblical, historic and literary references, the subject is made even more relevant to every kind of leader.

Transform Your Pastoral Ministry

In an era when there are not so many pastoral success stories this is indeed a welcome book. Bishop Dag Heward-Mills, a very successful pastor himself, explains why and how it is possible to make the pastoral ministry effective.

Loyalty and Disloyalty

Though a primary requirement of God for leaders, very little has been written on this subject. In this book, Dag Heward-Mills outlines very important principles with the intention of increasing the stability of churches. So relevant and practical is the content of this book that it has become an indispensable tool for many church leaders.

Win the Lost At Any Cost

I have become all things to all men so that by all means I might save some (1 Corinthians 9:22). *These words by the Apostle Paul reflect the heart of a soul winner: to win the lost at any cost! In this thought-provoking book, Dag Heward-Mills seeks to stir up all believers to the urgency of the task of saving the lost, for the end of the age is at hand!*

*For additional information on Bishop Dag Heward-Mills' books,
tapes and videos write to:*

*Dag Heward-Mills
P.O. Box 114
Korle-Bu
Accra, Ghana
West Africa*

Website:

www.daghewardmills.org

E-mail:

bishop@lighthousechapel.org

LEADERSHIP MADE EASY

TABLE OF CONTENTS

1. Recognize Your Desire as a Symptom of Your Call to Leadership
2. Convince People to Believe You
3. Do Not Rush Around From One Emergency to Another
4. Be a Leader with Emotion
5. Always Remember: “Nobody Wins Until We All Win”
6. Give People Hope
7. Know the Names of Many People
8. Say a Lot or Say Nothing, Depending on Who You Are Talking To
9. Respect Principles and You Will Build a Great Organization
- 10. Invest in Yourself**
11. Recognize the Small Beginnings of a Great Career
- 12. Become Self Motivated. Do Not Expect Direction or Encouragement From Outside**
13. Value Time and Manage Time
14. Great Achievements Require Great Discipline
15. Have a Vision
16. Value Every Moment in the Presence of a Great Leader
17. Be a Great Leader, Go the Extra Mile
18. Take Charge!
19. Accept the Principle of Ranking
20. Master the Art of Raising Money
21. Convince People to Make Great Sacrifices
22. Be Merciful
23. Have Genuine Friends
24. Take Responsibility and Give Account

About the Book

Introduction

1

RECOGNIZE YOUR DESIRE AS A SYMPTOM OF YOUR CALL TO LEADERSHIP

Are you a leader? Can you become a leader? The answer is yes! In this chapter, I am showing you that there are some symptoms that reveal the leader within. Paul wrote to Timothy and told him to look for people with leadership qualities.

A desire

...If a man DESIRE THE OFFICE...

1 Timothy 3:1

It is interesting to note that Paul wanted people who had the desire for the office. Timothy was instructed to look for certain qualities in people who had the desire for the office. A desire to lead is a symptom of a leader within. A desire to help other people is a great symptom that God has given you the gift of leadership. A desire to serve others with the good things you have, is a great sign of leadership.

**Brethren, my heart's desire and prayer to God for Israel is,
that they might be saved.**

Romans 10:1

Paul had a desire to help the Jews. He was constantly burdened by this desire. All true leadership stems from the burden to help people whom you love. The greatest sign of leadership is the burden and desire which compels the leader into action. That overwhelming burden/desire is the common feature in every great leader.

I say the truth in Christ, I lie not, my conscience also bearing me witness in the Holy Ghost,

That I HAVE GREAT HEAVINESS AND CONTINUAL SORROW IN MY HEART.

For I could wish that myself were accursed from Christ FOR MY BRETHREN, MY KINSMEN ACCORDING TO THE FLESH:

Romans 9:1-3

Some people go through difficulties in life. After they have recovered from their pain, they have a strong desire to help others avoid the pain and suffering they went through. A true father wants his children to have what he couldn't have. A true leader wants his followers to be better than himself. Jesus said,

Verily, verily, I say unto you, He that believeth on me, the works that I do shall he do also; and GREATER WORKS THAN THESE SHALL HE DO...

John 14: 12

Jesus wanted His followers to do greater things than He had done. If you do not have a desire to help people to become great, perhaps you are not a leader. If you just have a desire to help yourself, that is not leadership! Leadership is a desire to help other people achieve great things for themselves. A man who has a desire to win the lost at any cost is a leader for the gospel.

In the earlier days of my ministry, I did not even know what the office of a pastor, evangelist or apostle was. I thought these were far-fetched positions which I could never occupy. All I wanted to do was to help people to meet Jesus. All I wanted to do was to help people to grow in Christ. I felt that once people grew up in the Lord, many of their problems would go away. A desire to help people is a symptom of the call of God.

Misuse of leadership

There are some people who have a desire for money, power and fame. Without knowing it, they intend to use the position of leadership to gain these things. That is not leadership! That is what I call the art of vampirism. A vampire is a bloodsucking bat or in human terms, someone who preys ruthlessly on others.

Africa, and many nations of the world, have been well endowed with vampire-like leaders who have sucked the wealth of their nations. Unfortunately, some churches have also had leaders, who like vampires, have sucked away the wealth and the life of the church. A vampire is not a leader and a leader is not a vampire! Peter warned against this in his letter to the church.

The elders which are among you I exhort, who am also an elder, and a witness of the sufferings of Christ, and also a partaker of the glory that shall be revealed:

Feed the flock of God which is among you, taking the oversight thereof, not by constraint, but willingly; not for filthy lucre, but of a ready mind;

Neither as being lords over God's heritage, but being ensamples to the flock.

1 Peter 5:1-3

Obviously leaders with wrong motives were not uncommon in Peter's time. They are certainly not uncommon in our time. God is looking out for men and women who will agree to take up the mantle of leadership and pay the price thereof. That desire within you to help others is the sign of a call of God upon your life. It is time to help. God wants to raise you up to do just that. As you read this book, may the anointing to lead be upon you in the name of Jesus.

2

CONVINCE PEOPLE TO BELIEVE IN YOU

Jesus saw Nathanael coming to him, and saith of him, Behold an Israelite indeed, in whom is no guile!

Nathanael saith unto him, Whence knowest thou me? Jesus answered and said unto him, Before that Philip called thee, when thou wast under the fig tree, I saw thee.

Nathanael answered and saith unto him, Rabbi, thou art the Son of God; thou art the King of Israel.

John 1:47-49

Jesus got Nathaniel to believe in Him. Nathaniel had a personal conviction that Jesus was a good person and that he should follow Him. No one can truly follow your ideas unless he believes in you personally. The two go together. One of the reasons why leaders

must be open is so that people get to know you personally. I sometimes wonder as I watch preachers who say nothing about their personal lives. Could it be that they have no example to give or no testimony to share? Dear friend, the people you lead need to have faith in you as a person. How can this happen except you open up to them. People get to know what is in your heart by your words.

...for out of the abundance of the heart the mouth speaketh.

Matthew 12:34

When people can relate with the things that are in your heart, they will more ready to go anywhere you want them to go. They will be ready to do anything you tell them to do. I am not impressed with people who read speeches that have been written for them. I cannot know much about the person until I hear him speaking from his heart. It is the heart that really matters. When people can feel your passion, drive and vision, leadership will become natural. If you don't have a passion for anything or a drive to accomplish something, you are not a leader. Pray for a passion and a conviction. Learning some rules about delegation, authority and management does not make anyone a real leader. That can only augment true leadership, which is from the heart. The reason why there are so many schools and books on leadership and yet so few leaders is because leadership is from the heart. **People will not follow you with their hearts until they believe in you with their hearts.**

Seven Ways To Make People To Believe In You

1. Be Open About Your Private Life. When there are many mysteries surrounding your life people will not naturally gravitate towards you.

2. Be Honest About Your Problems. Everyone has problems including leaders. People rally around leaders whom they perceive to be real. A real leader is someone who has the same challenges as everyone else but overcomes them. If you have marital challenges, admit them openly and share how God helps you and your spouse to overcome them.

3. Preach From Your Heart. Never read a sermon out to people. I once heard a secular head of state complain about his priest. He said, "I make speeches and I speak from my heart. Why should a priest who hears from God read his message to me?" When you read sermons your hearers may doubt your sincerity. Everything that is written is carefully thought out. What we want to hear is what is in your heart.

But I say unto you, That every idle word that men shall speak, they shall give account thereof in the day of judgment.

Matthew 12:36

4. Share Your Personal Experiences With God. Having a personal experience with God gives credibility and authority to the leader. After all, your Christian leadership is based on your having a relationship with God. If you have had a visitation by an angel or Jesus, share it and it will bring down the awesome presence of God.

5. Tell People What God Told You. If God spoke to you, share it. Being able to tell people that God told you something is a mighty step of faith. It shows that you have a personal commission from the Lord. People want to follow God, so if you have heard from God then they will want to follow you.

6. Sacrifice Towards Your Vision. People can see the sacrifices

you are making towards what you believe. Your sacrifice will speak louder than a hundred sermons. I have sacrificed my medical profession for the ministry. That one act has given me more credibility than anything else. People will believe in you when they see your sacrifice.

7. Be Prayerful. Prayer generates spiritual authority. Authority is that “not-easily-defined, invisible, magnetic aura that surrounds a man of God.” Authority emanates from your closeness from God. The closer you are to a person, the more confidently you will speak about him. People will believe in you because of your prayer life. This is a secret that many prayer-less people do not know. People do not follow prayer-less leaders. Your private prayer will make people believe in you.

3

DO NOT RUSH AROUND

FROM ONE EMERGENCY TO ANOTHER

Two Types Of Leadership

1. Emergency Style leadership. This involves running around from one crisis to another. It is not an effective style of leadership. The solving of a crisis gives a false feeling of security to the emergency style leader. After settling one crisis, he feels he has accomplished something great. But he does not know that the next crisis is brewing. Pastors solving leadership crises, financial crises, crises over rebellion, crises over debts, crises over breakaways are fully engaged all the time. But there is a better way!

2. Preventive leadership. Preventive leadership involves a style of leadership, which prevents the occurrence of all these crises. There are fewer crises under this style of leadership. People involved with the preventive style of leadership often hold training conferences, shepherds camps, teaching seminars, etc. Such leaders are more relaxed and more in control of their churches or organizations.

Seven Steps To Preventive Leadership

1. Teach Your People What You Want Them To Know. I have discovered that almost everything can be taught. It is possible to get whatever you desire from your subordinates by teaching them. Every subject on earth is taught by someone. Learn to teach in order to achieve your desired result.

2. Train People To Be Loyal. Disloyalty is one of the causes of crises in organizations. Rebels and traitors have a way of destabilizing entire churches. You can minimize your crises by emphasizing loyalty.

3. Hold Regular Conferences, Retreats, Camps, etc. These are opportunities for teaching and discussion.

4. Do Not Borrow Money. Debts create uncertainty! The possibility that your whole world could come crashing down on you because of debt is disturbing. I hate debt. I do not borrow. And I would not advise you to borrow money. It is possible to live without owing.

Owe no man any thing, but to love one another: for he that loveth another hath fulfilled the law.

Romans 13:8

5. Distinguish Between Unimportant But Urgent Requests And Important But Non-Urgent Duties. Jesus was summoned urgently to attend to Lazarus but it was more important for Him to do other things. He did not rush around to unplanned activities unless it was absolutely necessary. It is important for a leader to be able to distinguish between requests that require abandonment of scheduled activities and ones that do not. A wise leader will not rush around to unplanned activities unless it is absolutely necessary.

Now a certain man was sick, named Lazarus, of Bethany, the town of Mary and her sister Martha.

(It was that Mary which anointed the Lord with ointment, and wiped his feet with her hair, whose brother Lazarus was sick.)

Therefore his sisters sent unto him, saying, Lord, behold, he whom thou lovest is sick.

When Jesus heard that, he said, This sickness is not unto death, but for the glory of God, that the Son of God might be glorified thereby.

Now Jesus loved Martha, and her sister, and Lazarus.

When he had heard therefore that he was sick, he abode two days still in the same place where he was.

John 11:1-6

A pastor has many important non-urgent duties. A pastor must spend time in prayer and in the Word. Praying and studying the Word do not sound as urgent as someone dying in the hospital. Waiting on God does not sound as urgent as having to write cheques or sort out administrative issues. Yet, a leader who attends to his non-urgent but important duties will achieve more.

6. Do Not Overextend Yourself. You can only do so much with your life. Overextending yourself means you take up things that God has not sent you to do. This creates stress and crises. Evangelists who become pastors have one leadership crises after another. They are incapable of extending themselves into an area God has not ordained for them. God does not expect us to do everything. We are not as essential as we may think. If we were that important, no young pastor would ever die! If we were that important in the scheme of things, James, the brother of John, would not have died in the middle of his ministry. Do your part and leave the rest to God. Have you never read where God says you must rest?

There remaineth therefore a REST to the people of God. For he that is entered into his REST, he also hath ceased from his own works, as God did from his.

Let us labour therefore to enter into that REST, lest any man fall after the same example of unbelief.

Hebrews 4:9-11

7. Delegate Whenever You Can. Jesus ministered for three years and delegated the rest of the work to His disciples. He had no delusions about what He could accomplish on His own. He did not

even attempt to go beyond the borders of Israel to minister. He delegated that aspect of His ministry to His disciples.

Do you remember that Jesus sent His disciples to the uttermost part of the earth? Did you notice that Jesus did not attempt to go to the uttermost parts of the earth? He delegated the work of going to the uttermost parts of the earth to the disciples. He did not try to prove to anyone that He could go to the uttermost parts of the earth himself. His role was to minister to the Jews and to die on the cross. Jesus' job was defined in Matthew 15:24. He intended to stick to His assignment. He delegated the rest to us.

But he answered and said, I am not sent but unto the lost sheep of the house of Israel.

Matthew 15:24

4

BE A LEADER WITH EMOTION

People are attracted to people who show emotion. Don't be afraid of showing emotion. People will gather around you and listen to what you have to say because you are real. There is no need to live in pretence because you are a leader. Everyone born on this earth laughs, cries, gets angry and becomes happy. There are highs and lows in everyone's life.

To be a leader you must exhibit reality. We will live in a real world with lots of problems. A leader is a real human being with real emotions. A leader will experience all the emotions his followers feel. Most people don't know what to do with their emotions. If they find someone who is successful in spite of the real emotions he feels, they would like to relate with him.

Seven Reasons Why People Who Show Emotion are Attractive

1. People Who Do Not Show Emotion Are Often Boring And Not Interesting To Be With.

2. People Who Do Not Show Emotion Kill The Atmosphere Around Them. It is very tense to sit with a strict and unsmiling individual who makes no contribution or comment about the conversation going on.

3. Emotionless Men And Women Are Often Strict, Stern, Authoritarian, Exacting And Rigorous.

4. Emotionless People May Be Phoney And Artificial. People simply do not want to deal with a pretender.

5. People Feel That If Someone Reveals His True Emotions, The Things He Says Will Also Be True.

6. A Show Of Emotion Stirs Up The Emotions Of Others. When people are stirred up emotionally, they become more committed.

7. People Love To Listen To A Preacher Who Ministers Varied Emotions Of Joy, Anger, Sadness And Suspense.

8. Jesus, Our Great Example Setter, Showed Emotion On Many Occasions.

Five Examples of Jesus Showing Emotion

1. Jesus was excited when he saw the man with great faith.

When Jesus heard these things, he MARVELLED at him, and turned him about, and said unto the people that followed him, I say unto you, I have not found so great faith, no, not in Israel.

Luke 7:9

2. Jesus wept over cities.

And when he was come near, he beheld the city, and WEPT over it,

Luke 19:41

3. Jesus was moved with compassion for lost and helpless people.

But when he saw the multitudes, HE WAS MOVED WITH COMPASSION on them, because they fainted, and were scattered abroad, as sheep having no shepherd.

Then saith he unto his disciples, The harvest truly is plenteous, but the labourers are few;

Matthew 9:36,37

4. Jesus was angry with hypocrites.

And the Jews' passover was at hand, and Jesus went up

to Jerusalem,

And found in the temple those that sold oxen and sheep and doves, and the changers of money sitting:

And when he had made a scourge of small cords, HE DROVE THEM ALL OUT OF THE TEMPLE, and the sheep, and the oxen; and poured out the changers' money, and overthrew the tables;

John 2:13-15

5. Jesus wept over individuals.

Jesus WEPT.

Then said the Jews, Behold how he loved him!

John 11:35,36

5

**ALWAYS REMEMBER:
“NOBODY WINS UNTIL WE
ALL WIN”**

When I was in medical school this truth was very real to me. Our end-of-year exams were very stressful. One of the tensest moments of my life was when I waited for my final results. By the

grace of God I passed every exam. However, there was always a friend or other who did not make it. I came to discover that unless we all passed, our joy was never really complete. How can you rejoice when your best friend has to repeat the year? How can you rejoice when six people are becoming doctors and one has to repeat the year?

Every leader must remember that nobody wins unless we all win. If your marriage is working, you will never be fully happy unless your friend's marriage is also working.

Five Lessons That Teach Us that “No One Wins Unless We all Win”

1. **Jacob Had Twelve Sons And Lost Joseph To Slavery.** Even though he had eleven sons left he could not rejoice. Jacob was a wise man. He knew that no one wins unless we all win. “And he knew it, and said, It is my son's coat; an evil beast hath devoured him; Joseph is without doubt rent in pieces. And Jacob rent his clothes, and put sackcloth upon his loins, and mourned for his son many days. And all his sons and all his daughters rose up to comfort him; but he refused to be comforted; and he said, For I will go down into the grave unto my son mourning. Thus his father wept for him. And the Midianites sold him into Egypt unto Potiphar, an officer of Pharaoh's, and captain of the guard.” (Genesis 37:33-36).

2. **Jesus Taught About The Shepherd Who Left The Ninety-Nine Sheep But Had Lost One.** “How think ye? if a man have an hundred sheep, and one of them be gone astray, doth he not leave the ninety and nine, and goeth into the mountains, and seeketh that which is gone astray? And if so be that he find it, verily I say unto you, he rejoiceth more of that sheep, than of the ninety and nine which went

not astray.” (Matthew 18:12,13).

3. Jesus Taught About The Woman Who Swept The Entire House To Find The One Lost Coin. “Either what woman having ten pieces of silver, if she lose one piece, doth not light a candle, and sweep the house, and seek diligently till she find it?” (Luke 15:8).

4. Jesus Taught About The Prodigal Son’s Father Who Had One Son But Waited Hopefully For The Prodigal Son To Return. “For this my son was dead, and is alive again; he was lost, and is found. And they began to be merry.” (Luke 15:24).

5. Jesus Taught About The Banquet That Did Not Begin Until All Of The Seats Were Taken. “... Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind. And the servant said, Lord, it is done as thou hast commanded, and yet there is room. And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.” (Luke 14:21-23).

6

GIVE PEOPLE HOPE

Do you wonder why nobody stays in your company or church for very long? Perhaps there is not much hope for the future. Perhaps they cannot see good things in store for themselves in the future.

Six Ways To Give People Hope

1. **Make Promises And Keep Them.** Every time you break a promise, you erode people's trust in you. It is very difficult to make people trust in you. When people do not trust you they will not follow you. The whole of Jesus' ministry was centred around a promise for the future. "...I go to prepare a place for you. And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also." (John 14:2,3). Jesus' disciples were made to believe that there were good things in store for them in the future. They knew that Jesus would keep His promise so they had hope.

2. **Preach The Word Of God.** The Word of God is full of hope. Anyone who preaches the Word of God will not minister discouragement, disappointment and disillusionment.

3. **Speak About Rewards More Than Punishment.** The disciples had hope. They had hope in the glory and the rewards of heaven. This was a great source of motivation to them. You must understand that Jesus' disciples were so highly motivated that they had left their secular jobs for the ministry. They eventually died for their beliefs.

4. **Show Positive Examples That Inspire Hope.** In your business or church, you must accept the fact that people need to be motivated. The key to having motivated people is "hope for the future". That is

why Jesus often spoke of heaven and the rewards that await His faithful servants. If you want to inspire pilots show them how many pilots have successfully flown for years and eventually retired. That is the sort of example that will give hope. If you want to inspire pastors, show them examples of ministers who have made it in ministry.

5. Avoid Speaking About Examples That Inspire Discouragement And Depression. If they see how badly others have fared, they will be discouraged. They will say to themselves, “This is how I will end up one day.” If you are an airline pilot there is no point in discussing all the terrifying air crashes in aviation history.

6. Build Permanent Structures. People have more hope in permanent things. It is natural to gravitate to something that is more permanent. Every pastor who puts up a building, inspires hope in his congregation.

7

KNOW THE NAMES OF MANY PEOPLE

...and the sheep hear his voice: and he calleth his own sheep by name, and leadeth them out.

John 10:3

People will follow someone who knows their name! It is very important that a leader knows the names of the people he works with. No one is a number or an object. If you want to lead people, try to remember their names and call them by name.

Five Reasons Why You Should Know The Names Of Many People

1. Every successful leader knows the names of many people.
2. People feel special when you know their name. Everyone gravitates towards where he feels special. People do not feel disregarded or despised when you call them by name.
3. When you know the names of people they feel that you are friendly and human. People are attracted to someone who is friendly and warm.
4. Knowing people by their names connects you to them in a personal way. This creates the bond of leader and follower.
5. Knowing the names of people makes you closer to them. I sometimes wonder at pastors who have sixty members and cannot remember all their names. If you cannot remember people's names, they will not like to follow you. When you know somebody's name, they feel you are real and they feel you are near enough. People are less inclined to follow a distant figurehead.

King David was a great leader. One of the reasons he was loved is because he was near enough to the people he led.

But all Israel and Judah loved David, because he went out

and came in before them.

1 Samuel 18:16

8

SAY A LOT OR SAY NOTHING, DEPENDING ON WHO YOU ARE TALKING TO

A leader must learn to speak more or less depending on who he is speaking to. Jesus Christ spoke for hours when eager listeners who wanted to learn surrounded him. People came from miles around to hear and to be healed. He would preach for hours until people could not go back home.

And straightway many were gathered together, insomuch that there was no room to receive them, no, not so much as about

the door: and he preached the word unto them.

Mark 2:2

And it came to pass, that, as the people pressed upon him to hear the word of God, he stood by the lake of Gennesaret,

Luke 5:1

When Jesus was in the presence of people who hated and scorned him, He said nothing. He knew that time would tell it all.

Three People Jesus Refused To Speak To

1. Jesus had nothing to say to the religious leaders. “And the high priest stood up in the midst, and asked Jesus, saying, ANSWEREST THOU NOTHING? what is it which these witness against thee? But he held his peace, and ANSWERED NOTHING...” (Mark 14:60-61).

2. Jesus had nothing to say to the governor, Pontius Pilate. “And Pilate asked him, Art thou the King of the Jews? And he answering said unto him, Thou sayest it. And the chief priests accused him of many things: but he answered nothing. And Pilate asked him again, saying, Answerest thou nothing? Behold how many things they witness against thee. But Jesus yet answered nothing; so that Pilate marvelled.” (Mark 15:2-5)

3. Jesus had nothing to say to Herod. “And as soon as he knew that he belonged unto Herod’s jurisdiction, he sent him to Herod, who himself also was at Jerusalem at that time. And when Herod saw Jesus, he was exceeding glad: for he was desirous to see him of a long season, because he had heard many things of him; and he hoped to have seen some miracle done by him. Then he questioned

with him in many words; but he answered him nothing. And the chief priests and scribes stood and vehemently accused him.” (Luke 23:7-10).

These were people who hated Jesus and he knew it. He knew that nothing he said would change their minds. I would rather follow the example of Jesus than to follow the guidance of a communications expert. I have left many matters to God and to time. He can best answer every accusation. You will notice that Jesus was accused vehemently, but refused to comment or respond to these accusations. It was not that Jesus could not speak. We see how He preached the Sermon on the Mount. We see how he taught at the seaside. We see how he preached so long that he had to feed the people afterwards.

Many pastors and leaders feel the need to attend interviews and discussions. They feel that they are obligated to clear their name and to improve their image. Mind you, I am not saying that it is wrong for pastors to speak to the press or to be interviewed. What I am saying is that Jesus did not bother to speak to hostile, disapproving interviewers who would never change their minds anyway. I would advise every minister to follow the example of Jesus Christ.

Three Reasons Why Pastors Are Not Obligated To Speak To The Press

1. The media has no power to make or destroy a minister of the gospel. I know that many media men think that they have that power. Pilate also thought that he had power to destroy or establish Jesus. “Then saith Pilate unto him, Speakest thou not unto me? knowest

thou not that I have power to crucify thee, and have power to release thee?" (John 19:10). But Jesus corrected him. "Jesus answered, Thou couldest have no power at all against me, except it were given thee from above: therefore he that delivered me unto thee hath the greater sin." (John 19:11).

In the same way, many press men feel that they have the power to destroy a man of God or a church if they want to. No one has the power to do anything unless God allows it. If Jesus thought His ministry was being destroyed by those unanswered accusations, he would have spoken out. Learn this secret; no human being can destroy what God has built. Those accusations only serve as a basis for the future judgement of those liars. It may seem as though they have destroyed something, but in reality no one can destroy God's handiwork.

2. Pastors must reserve their words for their congregations who will truly appreciate them. Pastors must know that the appropriate forum for ministering is in the church and not to scoffing, scornful talk show hosts who despise your very existence. When hostile interviewers who were already biased questioned Jesus, He explained to them that He had nothing new to say. He had said all He had to say in church already.

The high priest then asked Jesus of his disciples and of his doctrine. Jesus answered him, I spake openly to the world; I ever taught in the synagogue, and in the temple, whither the Jews always resort; and in secret have I said nothing. Why askest thou me? ask them which heard me, what I have said unto them: behold they know what I said.

John 18:19,20

Such an answer would annoy most reporters. Indeed, it

irritated the men of that day. “And when he had thus spoken, one of the officers which stood by struck Jesus with the palm of his hand, saying, Answerest thou the high priest so? Jesus answered him, If I have spoken evil, bear witness of the evil: but if well, why smitest thou me?” (John 18:22,23).

3. There is no need for a pastor to justify himself to men. If you are acceptable to God there is no need to appear pleasing to human society. Efforts to make yourself more acceptable to human beings may actually incur the displeasure of God. “And he said unto them, Ye are they which justify yourselves before men; but God knoweth your hearts: for that which is highly esteemed among men is abomination in the sight of God. (Luke 16:15).

9

RESPECT PRINCIPLES AND YOU WILL BUILD A GREAT ORGANIZATION

Three Definitions Of A Principle

1. A principle is a fundamental rule which becomes the basis of an

action.

2. A principle is the fundamental truth which is the basis of our reasoning.

3. A principle is a general law which is the foundation for a decision.

Seven Ways To Destroy An Organization

Organizations are destroyed by leaders who do not base their decisions and reasoning on principles. To build a lasting organization, church or nation, you must base your reasoning, actions and decisions on principles. Principles outlive favouritism, partisanship and political expediency. If you break principles, the principles will break you.

1. An organization that is governed by political expediency rather than principles is doomed. “It is not politically expedient!” These leaders take bad decisions that destroy entire nations. When decisions in a country are taken to gain political favour rather than to do the right thing, the country is often doomed.

2. An organization that is run mainly by giving favours to relatives rather than principles will be destroyed. When a leader decides to place his family in certain positions, even when they do not qualify, he has set aside principles and is governing his organization by emotionalism. The Bible teaches that partiality and hypocrisy are not wisdom.

**But the wisdom that is from above is... without partiality
and without hypocrisy.**

James 3:16

Your nation, business or church will break up when you deal with people based on family relationships rather than important principles.

3. An organization ruled by a leader who takes decisions to gain personal financial advantage will eventually collapse. I know of a project that should have cost the organization only forty million dollars. However, it ended up costing fifty million dollars. Why? Because somebody was bribed to agree to a higher figure. Such an organization will only end up becoming highly indebted and poor. It is not governed by principles but by leaders who seek to line their pockets. If I sought to make myself rich rather than to build the church, I would see the church collapse.

4. When a nation is governed by greed rather than by principles, it will end up in deep poverty. This is the story of Africa. It is the story of greedy leaders who have drunk the blood of the nations they have governed. Instead of principled leadership, we have had greedy vampires and vultures who sucked up every drop of blood. Despot African leaders have left their countries desolate while they have amassed millions of dollars that they can never spend in their lifetime.

5. A nation governed by selfishness rather than rules and principles is doomed. Selfish African leaders send their children to school in Europe and America whilst the educational system of their own country crumbles. These selfish government ministers could not care two hoots if ten million children are not educated. The hospitals of developing Ghana decay whilst government officials seek medical help for themselves and their favourites in London's Cromwell Hospital. Selfishness is not the basis for good leadership.

Democracy is a political system or government based on giving

power to the people through elections. The very nature of this system corrupts leaders. Selfishness drives them to remain in power indefinitely. So-called democratic leaders try to please the masses with sweet words. This is why many democratically elected leaders are liars and hypocrites. Many promises are never fulfilled.

6. An organization ruled by favouritism and partiality rather than by principles is doomed. When a leader singles out one or two people whom he likes because they are friends or schoolmates, he rules his organization by favouritism rather than by principle. People must be promoted on merit and not on favouritism. When everything depends on who you know and whose friend you are, the organization deteriorates.

7. An organization ruled by ethnicity rather than by principles is destined for division and war. A leader whose mind works along ethnic lines rather than along principles is destroying his organization. Those who are not of his ethnic origin will gradually hate him. This is the basis of many of the civil wars in Africa and Europe. Many African leaders reason along ethnic lines rather than along the line of principle. Many countries have degenerated into war zones because of this kind of leadership. The Second World War developed as Hitler tried to eliminate Jews and other undesirable groups. The Balkans conflict grew as Muslims, Croats and Serbs tried to get rid of each other. The Tutsis and Hutus of Rwanda are another sombre reminder of how leadership based on ethnicity can destroy an entire region.

Three Principles To Build Your Organization

Principle 1: Everybody must have an equal opportunity to make the best of his life in my organization.

Principle 2: Everyone must be promoted and rewarded based on merit rather than anything else.

Principle 3: Achieving results, hard work, loyalty, productivity and a good attitude must always be rewarded.

10

INVEST IN YOURSELF

Take heed unto thyself, and unto the doctrine; continue in them: for in doing this thou shalt both save thyself, and them that hear thee.

1 Timothy 4:16

Every leader who invests in himself will ensure that he remains the leader.

Three Reasons Why Every Leader Must Invest In Himself

1. Because of the law of deterioration. This law says that everything is decaying naturally. Nothing on earth stays in the healthy original condition for long. This is why the Bible warns that the crown (your

leadership position) is not guaranteed forever.

Be thou diligent to know the state of thy flocks, and look well to thy herds.

For riches are not for ever: and doth the crown endure to every generation?

Proverbs 27:23,24

2. Because of the law of staying one-step ahead. There is no leadership unless you are a step ahead. I am constantly investing in myself in order to stay at least one-step ahead of my followers. Without doing this, I would actually fall out of my position.

3. Because of the law of taking care of yourself before you can take care of someone else. While flying, adults are instructed to take care of themselves before taking care of their children. Paul said the same thing. There is no way you can save others unless you save yourself. A doctor cannot attend to others if he is sick. The blind cannot lead the blind. “Take heed unto thyself, and unto the doctrine; continue in them: for in doing this thou shalt both save thyself, and them that hear thee.” (1 Timothy 4:16).

Seven Ways Every Leader Can Invest In Himself

1. Read the Bible everyday. In 1986 I travelled to London as a student. I bought one thing for myself – that was a special reference Bible. I used up all my meagre student’s allowance to invest in myself. I have never regretted that investment.

...but he that soweth to the Spirit shall of the Spirit reap...

Galatians 6:8

2. Read Christian books everyday. Read books about things you do not know.
3. Listen to audiotapes. When added up, the hours spent listening to tapes are equivalent to several semesters of lectures at the university.
4. Attend seminars, conferences and church services. These will make you a better person.
5. Spend more money on your books than you do on your clothes and your hair.
6. Watch vide tapes of anointed men of God teaching wisdom.
7. Build up a personal library of books and tapes.

11

RECOGNIZE THE SMALL BEGINNINGS OF A GREAT CAREER

Many great careers begin in a small way. Unfortunately, many do not recognize the beginnings of greatness.

Though thy beginning was small, yet thy latter end should greatly increase.

Job 8:7

For who hath despised the day of small things? for they shall rejoice, and shall see the plummet in the hand of Zerubbabel with those seven; they are the eyes of the Lord, which run to and fro through the whole earth.

Zechariah 4:10

The Bible teaches us not to despise small beginnings. Countless Christians throw away great careers in the ministry because they cannot recognize the beginnings of a great career. Never forget this! The greatest careers begin in the smallest ways. A tiny mustard seed brings a mighty tree forth. There is no relationship between the size of the mustard seed and the size of the tree.

Six People Who Recognized The Small Beginning Of A Great Career

1. Elisha began his career as a prophet by washing the hands of Elijah. “But Jehoshaphat said, Is there not here a prophet of the Lord, that we may inquire of the Lord by him? And one of the king of Israel’s servants answered and said, Here is Elisha the son of Shaphat, which poured water on the hands of Elijah.” (2 Kings 3:11).

2. The great army general Joshua began his career as a servant to an old prophet. “And Moses rose up, and his minister Joshua: and Moses went up into the mount of God.” (Exodus 24:13).

3. King David began his career by playing instruments in the king’s palace. “And Saul sent to Jesse, saying, Let David, I pray thee, stand before me; for he hath found favour in my sight. And it came to pass, when the evil spirit from God was upon Saul, that David took an harp, and played with his hand: so Saul was refreshed, and was well, and the evil spirit departed from him.” (1 Samuel 16:22,23).

4. Aaron began his career by holding up the hands of Moses. “But Moses’ hands were heavy; and they took a stone, and put it under him, and he sat thereon; and Aaron and Hur stayed up his hands, the one on the one side, and the other on the other side; and his hands were steady until the going down of the sun.” (Exodus 17:12).

5. Ruth began her career by helping an elderly frustrated widow. “And Ruth said, Entreat me not to leave thee, or to return from following after thee: for whither thou goest, I will go; and where thou lodgest, I will lodge: thy people shall be my people, and thy God my God: Where thou diest, will I die, and there will I be buried:

the LORD do so to me, and more also, if ought but death part thee and me.” (Ruth 1:16,17).

6. Jesus began his career as a carpenter. “Is not this the carpenter, the son of Mary, the brother of James, and Joses, and of Juda, and Simon? and are not his sisters here with us? And they were offended at him.” (Mark 6:3).

12

BECOME SELF MOTIVATED. DO NOT EXPECT DIRECTION OR ENCOURAGEMENT FROM OUTSIDE

...but David encouraged himself in the Lord his God.

1 Samuel 30:6

Everyone looks up to the leader for encouragement, but who encourages the leader? A true leader is someone who knows how to encourage himself whenever it is necessary. I do not look to the outside for motivation. I have learnt that I have to motivate myself. I cannot depend on external factors to encourage me.

There are many times I have been absolutely discouraged and dejected in ministry. There are times I have problems that I have no one to talk to. Like David, I have had to learn to encourage myself in the Lord.

You cannot encourage your followers until you have learnt to encourage yourself. David experienced a crisis and he had no one to talk to. He had no choice but to encourage himself.

And David's two wives were taken captives, Ahinoam, the Jezreelitess, and Abigail the wife of Nabal the Carmelite.

And David was greatly distressed; for the people spake of stoning him, because the soul of all the people was grieved, every man for his sons and for his daughters: BUT DAVID ENCOURAGED HIMSELF IN THE LORD HIS GOD.

1 Samuel 30:5,6

Seven Steps To Encouraging Yourself

1. Develop a personal relationship with the Holy Spirit. Hear him speaking to you personally. You will do this by faith. You must be able to say that God has spoken to you. When you are all alone and there is no one to speak to, the Holy Spirit will be the guide that you need. That is what He is there for! . Be constantly aware of the Greater One in you. You have overcome because He is in you.

Ye are of God, little children, and have overcome them: because greater is he that is in you, than he that is in the world.

1 John 4:4

In my darkest moments, I have found the Holy Spirit to be

someone who speaks to me personally. Jesus described the Holy Spirit as another Comforter. “And I will pray the Father, and he shall give you another Comforter, that he may abide with you for ever;” (John 14:16). Jesus was the first comforter. He was available to be spoken to. He was there to answer questions. He was there to give guidance. Today, the Holy Spirit does this job. Leaders are often lonely people. I pity any leader who does not have the Holy Spirit as a personal friend to talk with.

2. Receive living messages from God by the simple reading of scriptures. When the Bible becomes a living message from God to you, you will always have a source of direction and encouragement. When I’m in need of encouragement or direction I believe that whichever part of scriptures I read at that time will be God’s message to me. This makes the Bible my greatest tool of self-encouragement and motivation.

3. Remember other problems that God has delivered you from. When you remember what the Lord has done in the past you will be encouraged. Jesus expects us to remember the things He has done for us in the past to encourage ourselves. Notice how he was angry with the disciples for not remembering the past miracles. (**FIND SCRIPTURE**)

4. Make positive confessions. Your faith must speak when you need encouragement. Faith is the opposite of depression. Faith is a shield. Your faith is a God given weapon meant to stop attacks. That is why the Bible calls faith a shield that quenches the fiery darts. In my book, “Name it! Claim it! Take it!”, I have written a whole lot of positive confessions that will help every leader. (See Name it! Claim it! Take it! by Dag Heward-Mills).

5. Learn to listen to appropriate tapes and get fired up again.

6. Play the right music at the right time.

7. Avoid depressive and discouraging personalities who only draw you back into the darkest gloom. Remember that joy cometh in the morning.

13

VALUE TIME AND MANAGE TIME

Six Ways To Manage Your Time

1. Distinguish between important and urgent things.

Many people claim they cannot do certain things because they have no time. However, the reality is that they are unable to manage their time. Do you call yourself a leader? If you are a leader, you must be able to distinguish between the important things and the urgent things. **Many things that are urgent are not important and many important things are not urgent.** A real leader is someone who cuts away the unimportant things and ensures that he does what he is supposed to do.

2. Do not get involved with things that are not on your schedule.

If you are a leader, you will know that many good things are not necessarily the things you must do. I have decided that I will spend my time in prayer and in the ministry of the Word. Even as I write this book, I am under pressure to do many other things. I have decided that to write this book is the most important thing for me to do at this time.

Redeeming the time, because the days are evil.

Ephesians 5:16

3. Surround yourself with competent helpers who will do certain essential jobs for you.

A responsible employee who takes care of important things for you is a valuable asset. There are things that must be done for me so that I can have time for the things that only I can do.

I am a pastor overseeing over two hundred churches; you can imagine the number of problems that arise everyday. I have to decide what to do: counselling people, praying for people, sorting out financial problems, solving managerial issues, and the list goes on. With the help of intelligent administrators and problem solvers I will have time for my work.

4. Get rid of people who fail to do jobs that are delegated to them. These people will create problems for you and drag you into areas which should have been taken care of.

5. Stay in your calling.

How can you develop the art of using your time wisely. I want to share with you a secret which I believe is a key to managing your time effectively. It is also a key to fulfilling the will of God. Did you know that you have only seventy years (more or less)? This means that you have only a limited time to serve the Lord. God is expecting you to do certain things. A true leader discovers what he is supposed to do and sticks to it. Stay in your calling. Don't branch out into other people's territory. If you a teacher, teach the Word. If you are a pastor, give yourself to pastoring, don't try to become a prophet.

6. Avoid useless socializing.

Chatting around and being friendly is often time you could have spent fellowshiping with your Heavenly Father. People may say that you are not very friendly but you know what you are doing. Avoid wasting your time on useless television programs. This is not because I cannot afford it. It is because I would not have the time to watch it.

14

GREAT ACHIEVEMENTS REQUIRE GREAT DISCIPLINE

To be disciplined means to be controlled, restrained, well-organized, regular, orderly, and regimented.

Then was Jesus led up of the Spirit into the wilderness to be tempted of the devil.

And when he had fasted forty days and forty nights, he was afterward an hungered.

Matthew 4:1,2

Jesus subjected Himself to the strict discipline of fasting for forty days and nights. That is no mean achievement! Anyone who has fasted without eating for even three days and nights will discover the terrible strain it puts on your self-control.

To be a great leader you must discipline yourself in prayer, fasting and reading the Bible. There are times I stay in one room for eight hours, praying to the Lord. I can stay alone for hours in the presence of the Holy Spirit. You cannot do this without self-discipline.

Do you want to be a great leader? It is time to discipline yourself in every way. To write this book, involves great self-discipline. For hours and hours, I transmit unto the paper the words that you are reading. It has not been an easy task! But I know that there will be no great achievement without great discipline.

Five Things Every Leader Should Be Disciplined About

1. A daily quiet time.
2. To spend several hours in prayer.
3. To read the Bible everyday.
4. To fast regularly.
5. To read books.

15

HAVE A VISION

The greatest secret about vision is this: Your vision will make you into what you desire to become. Every great leader moves towards the vision and goal that he has set.

Where there is no vision, the people perish: but he that

keepeth the law, happy is he.

Proverbs 29:18

The vision a man has makes him a leader. Your vision is what drives you and propels you out. If you are a leader and there is no vision before you, I really question whether you are a leader or not.

It is what I see ahead that keeps me going. In my mind's eye, I see a mega church! I see thousands of people being brought to Christ. I see many miracles taking place in my life and ministry. That is what keeps me going. You do not make your vision, it is your vision that makes you!

What is the key to having a great vision? I'll give you a good secret. Look around you and see anyone doing the things you like to do. Make it your vision to achieve what that person has achieved and more. Without such a vision, you will flounder in the sea of aimlessness.

16

VALUE EVERY MOMENT IN THE PRESENCE OF A GREAT LEADER

Three People Who Valued Their Fellowship with Great Leaders

1. John the disciple spoke of his interaction with Jesus. He shared how he had actually touched the Lord and heard Him speak. “That which was from the beginning, which we have heard, which we have seen with our eyes, which we have looked upon, and our hands have handled, of the Word of life; (For the life was manifested, and we have seen it, and bear witness, and show unto you that eternal life, which was with the Father, and was manifested unto us;)” (1 John 1:1,2). This was the greatest experience of his life. The rest of his life was spent A few moments in the presence of a great leader will teach you many things.

2. Elisha refused to go away from the presence of Elijah. He knew how important it was for him to stay close. On four different occasions, he refused to go away. “And Elijah said unto Elisha, Tarry here, I pray thee; for the Lord hath sent me to Bethel. And Elisha said unto him, As the Lord liveth, and as thy soul liveth, I will not leave thee. So they went down to Bethel.” (2 Kings 2:2).

3. Joshua was also greatly affected by his close interaction with Moses. Remember that Joshua was the only one who went up the mountain with Moses. “And the Lord said unto Moses, Come up to me into the mount, and be there: and I will give thee tables of stone, and a law, and commandments which I have written; that thou mayest teach them. And Moses rose up, and his minister Joshua: and Moses went up into the mount of God.” (Exodus 24:12,13). All the members of Moses’ original team became “someway” as time elapsed. Aaron moved into idol worship. Miriam became disloyal and critical. But Joshua was full of wisdom because of his closeness to Moses. “And Joshua the son of Nun was full of the spirit of wisdom; for Moses had laid his hands upon him: and the children of Israel hearkened unto him, and did as the Lord commanded Moses.” Deuteronomy 34:9).

Seven Things To Notice When In The Presence of Great Leaders

1. Notice their vision. You will be inspired to have a greater vision.
2. Notice their achievements. It will show you what is possible.
3. Notice their focus. You will see the secret of concentration at work.
4. Notice their relationship with God. It will inspire you to be closer to God.
5. Notice their appearance and their language. You will feel the atmosphere of greatness.
6. Notice how they handle situations. You will receive wisdom for

your own situation.

7. Notice their weaknesses. When you see their great achievements in spite of their weaknesses, you will be encouraged.

17

BE A GREAT LEADER, GO THE EXTRA MILE

**And whosoever shall compel thee to go a mile, go with him
twain.**

Matthew 5:41

Every true leader goes the extra mile for his followers. This may mean a little more sacrifice and a little more time. One extra mile for somebody you love is never too much. It is not uncommon to find the leader of a company in the office well after his closing hours. He is going the extra mile.

When I became a pastor, I often went the extra mile without being asked to. The extra mile is the mile you are not supposed to go. The extra mile is the mile you are not really required to do. That is why it is called the extra mile!

My car was used as the church bus. My stereo sound system was used as the church equipment. My private room was used as the church office. These were not things that I was required to do, but I did them gladly because that is what a natural leader does. Without even being asked, you will do extra things.

For your church or business to work, somebody has to put in the extra effort. Do you consider yourself a leader? Are you going the same number of miles that everybody else does? Remember that a true leader is often doing extra miles.

18

TAKE CHARGE!

And when he was entered into a ship, his disciples followed him.

And, behold, there arose a great tempest in the sea, insomuch that the ship was covered with the waves: but he was asleep.

And his disciples came to him, and awoke him, saying, Lord, save us: we perish.

And he saith unto them, Why are ye fearful, O ye of little faith? Then he arose, and rebuked the winds and the sea; and there was a

great calm.

But the men marvelled, saying, What manner of man is this, that even the winds and the sea obey him!

Matthew 8:23-27

Jesus was called up when there was a problem. It was raining and everyone was drowning. When Jesus was called, He took charge. I remember my first night alone as the doctor-in-charge of the Korle-Bu Hospital emergency room. It was a frightening experience for me. I was a new doctor and I was expected to lead the way and to know what to do in each case. Throughout the night, people were brought in unconscious, sick and some even dead. But I rose to the occasion and became the leader in the emergency room. How did I do it? I just did what I thought was right from the training that I had received. As time went by it became easier.

When Saul became a new leader, Samuel gave him this very instruction, “Do what you think is right and the Lord will be with you.”

And let it be, when these signs are come unto thee, that thou DO AS OCCASION SERVE THEE; for God is with thee.

1 Samuel 10:7

What is the key to taking charge as a leader? The key to taking charge is to simply take charge. Just rise up and speak

confidently! Do what you think is best and God will be with you.

19

ACCEPT THE PRINCIPLE OF RANKING

They shall run like mighty men; they shall climb the wall like men of war; and they shall march every one on his ways, and they shall not break their ranks.

Joel 2:7

Ten Things Every Leader Should Know About Rank

1. Everyone was not created to be the same. Ranking is the acknowledgement of that reality. Some political ideologies have tried to make everybody the same. God did not create everyone to be equal. A leader is somebody who understands that he has a place in the scheme of things.
2. Your rank defines your level of operation. It tells you how high or low you are. Your rank may be designated by God or by your human superiors

3. Ranking eliminates confusion within an organization.
4. Ranking shows you how much higher you can go. I know of people who have more growth in their ministries than I do. I am rejoice with them at what the Lord is doing. I know that I am not at the highest level that there is. I respect those who are ahead of me.
5. Ranking shows you how low you can sink. Understand that there are always people senior and junior to you.
6. Ranks are changeable and very often they are changed. Once you understand that your current rank is not necessarily your position for life, you will have hope for promotion in the future.
7. Every rank has to be explored fully before you move on to the next. If God places you at the level of a pastor, explore it fully and discover all that there is in the pastoral office.
8. There are principles that determine promotion from rank to rank. For instance, faithfulness and fruitfulness within your rank are very important for promotion.
9. A real change of rank occurs when God promotes you himself. "I said unto the fools, Deal not foolishly: and to the wicked, Lift not up the horn:" (Psalm 75:4). Promotion comes from the Lord. My position in the Lord is God given and so is yours. Let us respect one another and God will move us to a higher rank.
10. Promotion to a higher rank often goes with new attacks. New levels bring new devils.

David's problems began when he killed Goliath. By killing

Goliath he moved from the ranks of an unknown youth to the ranks a famous warrior. It was then that Saul began to “eye” him and persecute him.

Promotion from God comes with persecution. You must know the implications of a higher rank. I never knew that God would raise me to where I am in ministry. I also never expected that I would encounter such persecution.

But he shall receive an hundredfold now in this time, houses, and brethren, and sisters, and mothers, and children, and lands, WITH PERSECUTIONS...

Mark 10:30

20

MASTER THE ART OF RAISING MONEY

Every leader is going to need some money to accomplish his mission. If you do not know how to raise money, you will not be a successful leader.

Elisha the prophet was a bold fundraiser. He met with a widow

who was about to eat her last meal. Elisha convinced this woman to give up her last meal for his ministry. When the woman did that, she was led into a great financial miracle. It took a bold man of God to raise money for the work of ministry.

Five Keys to Successful Fundraising

1. **Trust.** I have come to accept the fact that part of my job as a leader is to raise money. I am often raising money for different projects. What is the key to successful fundraising? People must trust you! Trust is something that builds up over the years. The more people trust you, the more they will be prepared to release their wealth. There are people who would give me thousands of dollars if I were to ask. They trust me because they have been with me for many years. Dear leader, the key to your fundraising ability is integrity. Whenever money is raised for a specific purpose, use the money for that specific purpose. As time goes by people will trust you.
2. **Be careful about projects which will take a long time to complete.** If you start something that does not conclude, people will think that you deceived them. They will think that you collected the money and used it for something else.
3. **Do not raise money for inappropriate projects.** Do not raise money to meet the personal needs of pastors. I would advise you not to raise money to buy clothes, cars or to finance a holiday for the pastor and his wife. The congregation will not be happy to pay for luxuries that they themselves do not have. People prefer to give money to missionary work, evangelism and building projects.

4. Do not raise funds too often. Donor fatigue sets in when fundraising is too frequent. Depend on regular tithes and offerings for most things.
5. Be conscious of the 80-20 rule when you are raising funds. Most people can give very little. However, a few people can give much more. The 80-20 Rule tells us that 80% of our income comes from 20% of the people. Raise funds from the eighty percent but expect much more from the wealthy twenty percent.

Never forget this fact. A leader will always need money to fulfil God's vision. Pray for financiers. Be a man of integrity. God will help you and you will never lack!

21

CONVINCE PEOPLE TO MAKE GREAT SACRIFICES

If any man come to me, and hate not his father, and mother, and wife, and children, and brethren, and sisters, yea, and his own life also, he cannot be my disciple.

Luke 14:26

Under the leadership of Jesus, many people gave up their lives for a great cause. Many people lost their lives because they believed in Him. I know of many missionaries who died as they served the Lord on mission fields. A leader is someone who can convince people to make sacrifices towards a great cause.

I once told a young medical doctor to go and live in a remote town of Ghana and begin a church there. This medical doctor had the option of going to the USA to become a rich consultant. He made a great sacrifice and went to that town because I had asked him to. I believe that one day, when we get to heaven, he will be very glad that he made that sacrifice!

Once upon a time, our church was in a crisis and we needed a huge financial input. I had to speak to many individuals and ask them to sacrifice their building projects and large amounts of money for the gospel. They did it gladly. God has blessed them with more than they can carry.

The Master Key to Leading People Into Sacrifice

Are you the type of leader that people would make sacrifices for? Let me give you a key to becoming this type of leader. It is simple. You must be someone who has made great sacrifices yourself. People assess you as you speak! They are convinced when they realize that you practice what you preach.

Verily, verily, I say unto thee, When thou wast young, thou girdedst thyself, and walkedst whither thou wouldest: but when thou shalt be old, thou shalt stretch forth thy hands, and another shall gird thee, and carry thee whither thou

wouldest not.

This spake he, signifying by what death he should glorify God. And when he had spoken this, he saith unto him, Follow me.

John 21:18,19

Jesus told Peter very clearly that following Him would lead to a horrific death on the cross. Peter was prepared to die because Jesus was leading Him.

By 1840, twelve missionaries had been sent to the Gold Coast (Ghana) from the Basel Mission in Switzerland. Only two had survived. The story is told of how a class of the Basel Mission were asked, "Who will volunteer to go to the Gold Coast?" No one responded. Another question was asked, "Who is prepared to be sent to the Gold Coast?" Several people responded to that. These missionaries were prepared to die if someone would send them.

You see, people are prepared to make sacrifices if they are led into it. You need a strong leader to send people to a place that has swallowed up the lives of others. Thank God for strong leadership. Be a leader who convinces people to make sacrifices for a good cause.

22

BE MERCIFUL

Blessed are the merciful: for they shall obtain mercy.

Matthew 5:7

A leader is someone who knows the importance of showing mercy. Certain political leaders came on the scene spitting fire and brimstone. They passed judgements on others for minor crimes and sentenced them to death. Years later, they discovered that members of their own government were doing worse things. If they were to apply the same measuring rod to these individuals, they would probably have to execute their entire government. Blessed is the merciful for he shall obtain mercy. A wise leader knows that he may need mercy himself one day. That is why a true leader is merciful to his followers.

Are You Spiritual?

Brethren, if a man be overtaken in a fault, ye which are spiritual, restore such an one in the spirit of meekness; considering thyself, lest thou also be tempted.

Galatians 6:1

This scripture says that people who are spiritual must be careful to be merciful. Have you caught a thief today? Please show mercy! I know that you find it difficult to appreciate the circumstances under which you could be accused of being a thief one day. I am not

predicting that every man of God will fall. All I am saying is that it is wise to be merciful rather than judgmental. Mercy triumphs over judgement. Surely you will need the mercy of God in your life. God looks at how much mercy you show to others. The blessing of merciful people is that they will also receive mercy. A leader is a humble person who also knows that he is capable of falling one day.

Years ago, I met a pastor who was so judgmental about Kenneth Hagin. He spoke at length and described the faults of Kenneth Hagin to me. He then gave me a book full of criticisms about Kenneth Hagin. As this pastor spoke, I marvelled at the critical spirit he possessed. Some years later, this critical pastor divorced his wife and lost his ministry. The next I heard of him was that he was in prison. There is no need to be judgemental. Are you a leader? Be merciful, you may need it one day.

23

HAVE GENUINE FRIENDS

One of the first things a real leader does is to make friends. It is these same friends who will help you. The people who support you will become your followers. Are you a person who makes

friends, or scatters people? Your friendships form a basis for acts of loyalty, support and even sacrifice.

What is the secret to having genuine friends? Be a genuine friend yourself.

A man that hath friends must show himself friendly: and there is a friend that sticketh closer than a brother.

Proverbs 18:24

Never forget that you reap what you sow. If you are a traitor, traitors and rebels will surround you. If you are a loyal person, mostly loyal people will surround you. No matter how loyal you are, you will still have some traitors. Betrayal is a part of real life. Jesus was a loyal friend and leader, but he had Judas.

In spite of this, decide to be a real friend so that you will gather genuine people around you. If you are honest, dishonest people will not flow with you. If you are holy, unholy people will not feel free to become your friends. As they say, “Birds of a feather flock together.”

24

TAKE RESPONSIBILITY AND GIVE ACCOUNT

What you must realize is that every leader will give account for what he or she is doing. Are you ready to account to God for the sheep He gave you? Jesus kept on saying that He had lost none of the sheep except the son of perdition. Paul kept saying that he would have to give account.

Obey them that have the rule over you, and submit yourselves: for they watch for your souls, as they that must give account, that they may do it with joy, and not with grief: for that is unprofitable for you.

Hebrews 13:17

Leadership is a great responsibility. I remember years ago, I watched as several heads of state and ministers of state were executed by a firing squad. It was pathetic to see important people being humiliated and murdered. The ordinary citizen in his home will receive no such treatment. This is because the ordinary man had not taken up the responsibility of ruling the country. However, those who had taken up responsibility had to pay with their lives.

If you are conscious of the reality that you will account for your leadership you will discover that you will become a better leader. Always remember that the day of accountability is coming. This will make you do the right thing. I am constantly aware that I will have

account for the call of God on my life. I know that I will have to account for the sheep in my churches. This is why I make great efforts to look after them.

Are you a leader? Are you constantly thinking of your day of accountability? Please do! You will be transformed into a natural and effective leader.

