

THE LEADER'S EDGE

*“Instruct a wise man and he will be wiser still; teach a righteous man and he will add to his learning.”
(Proverbs 9:9)*

Category:

Growing Leaders

Rating:

Content: B+

Style: A-

Memorable Quotes:

“Beware of allowing a tactless word, a rebuttal, a rejection to obliterate the whole sky.” (Anais Nin)

“We keep going back stronger, not weaker, because we will not allow rejection to beat us down. It will only strengthen our resolve.” (Earl G. Graves)

“Eighty-five percent of our customers say ‘no’ at least once before buying.” (Ross Perot)

“Look at mistakes as learning experiences, and ridicule as ignorance. Look at rejection as part of one performance, not as a turn down of the performer.” (Denis Waitley)

“Failure is, in a sense, the highway to success, inasmuch as every discovery of what is false leads us to seek after what is true, and every fresh experience points out some form of error which we shall afterwards carefully avoid.” (John Keats)

BOOK SUMMARY

Yes Lives in the Land of No by BJ Gallagher, Berrett-Kohler Publishers, Inc., 2006.

Core Content

It seems like everywhere we turn, we encounter “no” messages--shaking heads, thumbs down, brush-offs and brick walls. This pithy book provides practical tips for overcoming negativity and creating a culture of “yes”. It is divided into two sections. The first half contains a tongue-in-cheek parable which illustrates the journey through the “Land of No” in a fun way. The second half offers a wealth of practical pointers for persisting through frequent “NOs”, whether they spring from our external environment or from within our own thought patterns. When passed through the grid of kingdom values, many of the concepts in this slender book can serve as helpful guidelines for spiritual leaders confronting congregational resistance in many forms.

Here’s a sample of some of the user-friendly material contained in this book.

1. An inventory called: “Do You Live in the Land of NO?”
2. Some Reasons Why People Say NO
 - Fear
 - Negative Past Experiences
 - Ego/Pride
 - Laziness – Easier to Stick with Status Quo
 - Old Habits and Comfort Zone Issues
 - Limited Resources and Competing Priorities
 - Politics
3. Counter-Strategies for Turning NO into YES
 - No perceived need – Sell the problem before the solution
 - No perceived benefits – Promote the pulses
 - No clear understanding – Use simple, non-technical language
 - No time to experiment – Offer well-thought-out suggestions on how necessary resources might be acquired
 - No involvement in the idea – Solicit other’s thoughts, opinions and recommendations
 - No credibility – Solicit the help of a key influencer who will “sponsor” your presentation
 - No history of success – Discuss why past endeavours failed and what key learnings will enhance the success potential of future efforts. Also, talk about the risks of inaction
 - No perceived flexibility – Build flexibility into your proposal and discuss “pilot projects” and back-up “plan Bs”

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| <p>“We must be the change we wish to see in the world.” (Mahatma Gandhi)</p> <p>“Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan ‘Press On’ has solved and always will solve the problems of the human race.” (Calvin Coolidge)</p> <p>“The reasonable man adapts himself to the world; the unreasonable one persists in trying to adapt the world to himself. Therefore, all progress depends on the unreasonable man.” (George Bernard Shaw)</p> | <ul style="list-style-type: none"> ➤ No authority on the part of the decision maker – Identify who does have the authority and interact with that person. <p>4. Mistakes We Make When Searching for YES</p> <ul style="list-style-type: none"> ➤ Acting too impulsively ➤ Failing to do our homework ➤ Bad timing ➤ Not enlisting the support of others ➤ Not having enough trust, credibility or respect ➤ Giving up too soon ➤ Rejecting input from others ➤ Seeking YES from the wrong person <p>5. What You Might Really Be Hearing When Someone Says NO</p> <ul style="list-style-type: none"> ➤ “Not now. Ask again another time.” ➤ “It doesn’t fit with my priorities or the organization’s plans.” ➤ “I’m the wrong person to ask.” ➤ “This would mean more work for me. Make it easier.” ➤ “I’m not sold yet. Bring me more convincing data.” ➤ ”I won’t sign on until I know my boss would like it.” ➤ “Tell me how it can make a difference.” <p>6. The Power of Positive Persistence</p> <ul style="list-style-type: none"> ➤ All NOs are not created equal ➤ Don’t take it personally ➤ Timing is everything ➤ Know your audience ➤ A partial NO is a win ➤ Pick your battles carefully <p>7. Creating a World of YES Wherever You Are</p> <ul style="list-style-type: none"> ➤ Look for what you like in people, places, situations and ideas ➤ Piggyback on other people’s YESes ➤ When you feel the urge to say NO, stop and reflect before you speak ➤ Model the behaviour you seek from others ➤ Be resourceful in finding ways to say YES ➤ Recognize others who are positive influences in the Land of NO |
| | <p>Discussion Starters</p> <ul style="list-style-type: none"> ➤ Take a personal inventory. Do you tend toward being a NO person or a YES person? How do you typically deal with negativity in your world? ➤ What NOs are you facing right now? What steps could you take to help turn them into YESes? ➤ What key idea from this book would most improve your leadership ability? ➤ How could you begin (or continue) to create a YES environment in your church? In your family? In your leadership teams? |