

Dr. John Maxwell is a gifted author, speaker, motivator, mentor and friend. He has written numerous books on the subject of leadership and I frequently quote him at PowerLunch. I recently heard him speak on a subject that is rarely addressed in leadership circles today—the subject of *blind spots*. John Maxwell received an e-mail from a businessman that prompted him to speak on this subject. In the e-mail, the man asked, “Is it your perception that leaders have blind spots? If so, how can we overcome blind spots?”

What are *blind spots*? John Maxwell defines it this way: “An area in the lives of people in which they continually do not see themselves or their situations realistically.”

The subject of blinds spots was also addressed by Jesus Christ over 2,000 years ago. Jesus said, “And why worry about a speck in your friend’s eye when you have a log in your own? How can you think of saying, ‘Friend, let me help you get rid of that speck in your eye,’ when you can’t see past the log in your own eye? Hypocrite! First get rid of the log in your own eye; then you will see well enough to deal with the speck in your friend’s eye.” —Luke 6:41-42

Opening Observations

- We all have blind spots.
- We all have different blind spots.
- We all see the blind spots of others.
- We all need to deal with our own blind spots.

Understanding Key Principles

1. Principle of Projection

We often see situations in light of who we are rather than recognizing the differences in the point of view of others.

2. Principle of Reflection

When we see ourselves by our intention and others by their action, this creates judgment.

“...First get rid of the log in your own eye; then you will see well enough to deal with the speck in your friend’s eye.” —Luke 6:42 NLT

Key question: *What am I missing?*

3. Principle of Contextualization

“If the only tool you have is a hammer, you tend to see everything as a nail.”

4. Principle of Multiplication

Since leadership is influence, a leader’s blinds spots spread and impact others.

Identify Common Blind Spots

There are certain “I” words that describe elements of effective leadership. These words include *initiative, insight, influence, imagination, ideas, improvements, increase, inclusiveness, information, integrity, intelligence* and *intuition*.

However, there are “I” words that prevent leaders from being effective.

• **Ignorance**

Ignorance is not an absence of knowledge; it is the failure to see beyond our own perspective. It is a self-imposed ignorance. When we ignore the perspective and perceptions of others, we are setting ourselves up for a blind spot blowup.

Some people approach their work this way: “Save time. See if my way.”

• **Insecurity**

“No man will be a great leader who wants to do it all himself or get all of the credit for doing it.”

—Andrew Carnegie

“Nothing is a greater impediment to being on good terms with others than being ill at ease with yourself.”

• **Inconsiderate**

Leadership is all about relationships. You never give your best to others if you don’t value people you lead and serve.

• **Impeccability**

Impeccability involves ego—the appearance of never making a mistake, talking about oneself, etc.

To be continued next week...**Imitation** and **Indecision**.



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#3: Blind Spots