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**Participant Guide**



# Fast and Furious Leaders

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# Fast and Furious Leaders

## Fast and Furious Leaders: 8 Things They Do to Win Everyday

How do Fast and Furious leaders win no matter the market, economy or weather conditions? What do they do different? There are 8 things that make leaders Fast and Furious so they can consistently out run their competitors.

In this breakout you will learn the Fast and Furious leadership principles of highly successful contractors, Fortune 500 companies, small businesses and entrepreneurs. Learn what Fast and Furious leaders do to realize consistent sales growth, greater profits, less employee turnover, greater customer loyalty and less stress.

Learn the 8 Fast and Furious leadership principles and you will achieve more than you ever thought was possible. You can't change the economy, the weather or print money but you can be a Fast and Furious Leader.

## Fast and Furious Leaders Resource Page



### John Maxwell on Leadership Blog



View on iTunes



### [www.stevendwood.com/fastleaders](http://www.stevendwood.com/fastleaders)

The screenshot shows a webpage titled "Fast and Furious Leadership". At the top, it says "Fast and Furious Leaders: 8 THINGS THEY DO TO WIN EVERYDAY". Below this, there are two columns of icons representing different leadership principles. The left column is titled "Fast Not Last" and includes icons for "Fast to DECISION", "Fast to TAKE ACTION", and "Fast to ASK THE RIGHT QUESTIONS". The right column is titled "Furious Not Delirious" and includes icons for "Furious with STATUS QUO", "Furious About PEOPLE LEADERSHIP", "Furious About THEIR BUSINESS NOT THEIR COMPETITORS", and "Furious About PERSONAL GROWTH". Below the icons is the LENNIX logo and the text "TRUST. INNOVATION. QUALITY. WE ARE LENNIX". A paragraph of text follows, describing the company's commitment to quality and innovation. At the bottom, there is a link to the "Ed DeCosta Leadership Blog" and the Ed DeCosta logo.

# Fast and Furious Leaders

## Fast Not Last

- 4 Fast Not Last principles and resources that will help you become a Fast and Furious leader

## Fast to Disrupt

- The first Fast Not Last principle is these leaders are Disruptors Not Followers
- Disruptors go places no one else will go
- There is no data for a place where no one has been and the data that does exist would suggest it cannot be done. Disruptors create new data where data does not exist.

*"Be bold. Tweaks never change the world" – Craig Groeschel Leadership Podcast*

- Fast and Furious leaders are Bodacious. In the book **Be Bodacious: Put Life in Your Leadership**. Three leadership principles that highly successful leaders embrace to disrupt their market, disrupt their life and their leadership. The three principles shared in the book are:
  - Be Bold
  - Be Extraordinary
  - Be Unrestrained

*"The greater danger for most of us lies not in setting our aim too high and falling short; but in setting our aim too low, and achieving our mark. - Michelangelo*

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## Fast to Develop Leaders

- Fast and Furious Leaders understand the importance of developing leaders before they need leaders.
- The best time to grow your leadership skills is before you are placed in a leadership position. And the best time to grow leaders in your organization is before you put them in leadership positions or before you need more leaders.
- Understand the importance of producing leaders instead of gaining followers
- Leaders who empower others are not "me centric"

*"To Add Growth, Lead Followers...To Multiply Growth, Lead Leaders" – John C Maxwell*

- The Law of Magnetism: "Who you are is who you attract" <sup>1</sup>
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# Fast and Furious Leaders

## Fast to Take Action

- Fast and Furious leaders place **Urgency over Complacency**
- Urgency moves from complacency when the leader makes a decision to do something different.

*“For many of us, we do things without thinking about them and think about things without doing them”  
- Paul Martinelli*

- Fast and Furious leaders are not ok with ok

*“If you wait until you're 100% sure to try something new, you will be too late.” – Craig Groeschel*

- Some businesses / individuals have a problem but don't know it. Many have a problem and they know it—but they don't care. They are tolerating the problem. <sup>2</sup>
- Never gripe about what you allow. Never complain about what you tolerate. <sup>2</sup>
- Fast and Furious leadership observes what is happening and most importantly what is not happening. They also listen to what is being said but more importantly what is NOT being said.

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## Fast to Ask the Right Questions Slow to Ask Too Many Questions

- The best way to stop innovation, stifle buy in, teamwork and risk taking is to beat the team with too many questions.
- Question everything is a mantra of managers' not Fast and Furious leaders.

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## Furious Not Delirious

- What are you furious about? \_\_\_\_\_
- What are you delirious about? \_\_\_\_\_
- 4 things you should be Furious about as a leader.

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# Fast and Furious Leaders

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## Furious With the Status Quo

- Fast Furious leaders hate being comfortable they are only comfortable when they are uncomfortable
- Are you comfortable with your business?

Comfortable				Uncomfortable
1	2	3	4	5

- Fast and Furious leaders understand growth does not coexist with comfort
- King of the Hill Syndrome is a disease that plagues our industry
- Sometimes what needs to change is "someone"
- Who do you have on your team that embracing and loves the status quo? \_\_\_\_\_
- Who on your team is adverse to change? \_\_\_\_\_
- What do you do if that person is you? \_\_\_\_\_

*You can't see the picture when you are in the frame." Les Brown*

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## Furious About Poor Leadership

- Furious Leaders know their leadership level and how they are wired
    - Maxwell Leadership Assessment
    - Right Path Assessments
    - Books
      - The 5 Levels of Leadership – John C Maxwell
      - The 21 Irrefutable Laws of Leadership – John C Maxwell
      - Be Bodacious: Put Life in Your Leadership – Steven D Wood
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# Fast and Furious Leaders

## Furious About Their Business Not Their Competitors Business

- Furious Leaders - Focus on the Customer not the Competitor<sup>3</sup>
- Furious about what they control.... Their business

*"Giants are not what we think they are. The same qualities that appear to give them strength are often the sources of great weakness." Gladwell, Malcolm. David and Goliath:*

*"When you are constantly worried about someone else, when you base your success on what someone else does instead of what you can control you are being a Sisyphus" Ed DeCosta*

*"God grant me the serenity to accept the things I cannot change, the courage to change the things I can, and the wisdom to know the difference" Reinhold Niebuhr*

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## Furious About Personal Growth

- If you were a stock would you invest in you?
  - Charlie "Tremendous" Jones said, "You will be the same person in five years as you are today except for the people you meet and the books you read.
  - Functional Expertise - Got you where you are, but it will take you only so far
  - Leadership Expertise is not optional for Fast and Furious Leaders
  - Furious Leadership Expertise will take you where you want to go and take you way ahead of your competition
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# Fast and Furious Leaders

## Summary

### Fast and Furious Leaders: 8 Things They Do to Win Everyday

- Fast Not Last
    - Fast to Disrupt
    - Fast to Develop Leaders
    - Fast to Take Action
    - Fast to Ask the Right Questions Slow to Ask Too Many Questions
  - Furious Not Delirious
    - Furious With the Status Quo
    - Furious About Poor Leadership
    - Furious About Their Business Not Their Competitors Business
    - Furious About Personal Growth
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## References

- <sup>1</sup>The 21 Irrefutable Laws of Leadership – John C Maxwell
- <sup>2</sup>Craig Groeschel Leadership Podcast
- <sup>3</sup>John C Maxwell – How to Lose in Business