

Quotes from *Spiritual Influence: The Hidden Power Behind Leadership*, by Mel Lawrenz (Zondervan, 2012).

"Spiritual influence means awakening people to the creatures they really are. It is like rousing armies of people who are asleep to a great work they must do." (p. 47)

"Leaders don't motivate people by their knowledge of the future, but by their anticipation of what is possible." (p. 70)

"Curiosity is a particular form of passion, an instinct that says, 'there is more out there, I know there is. God is on the loose, and if I look with eyes of faith I will be able to see what He wants to do in the world. Every person is interesting in some way.'" (p. 74)

"Speaking into crisis is an extraordinary privilege and a great responsibility. When people's hearts are torn open, there is a window of opportunity for the right words to plant deep truths." (p. 107)

"If we start to get ready to deal with crisis when the crisis hits, we're too late." (p. 113)

"One of the greatest responsibilities leaders have is to guide people into clearer understandings of reality. To see things the way they really are." (p. 119)

"Power is the ability to do something: authority is the right to do so." (p. 140)

"Modeling perseverance is one of the most powerful forms of spiritual influence." (p. 178)

"It is the plodders who make things happen." (p. 182)

"The very best leaders accept this paradox and tension: I will commit myself today to something that I will never see completed in my lifetime. But why would I want to commit myself to anything less?" (p. 183)

"Success is not about avoiding or denying failure. It is about building past failure. If 'success' means little if any failure then the only way to achieve it is to never try anything new." (p. 200)

"We are ambitious because God is ambitious. We work because God works. We have a drive toward excellence because God does. We are not satisfied with the status quo because God is not." (p. 208)

"Skills may give us success, but integrity makes enduring influence possible." (p. 61)

"The only thing worse than worshipping idols is to act like an idol." (p. 30)

"When people work just to please the boss, the fulfillment never gets any higher than the boss's imagination. When they work in a way that pleases God, the result can exceed all expectations." (pp. 172-173)

"If you ask people who has been most influential in their lives...They almost always talk about real people whom they knew personally who poured something directly into their lives. Proximity is the key." (p. 43)

"One of the greatest responsibilities leaders have is to guide people into clearer understandings of reality. To see things the way they really are.... This is the skill and gift of discernment: clear perception and penetrating insight leading to good judgment." (p. 119)

"No one really wants to follow you, per se. They really don't. They want to know that, by following you, they are really following a higher principle, a transcendent truth." (p. 42)