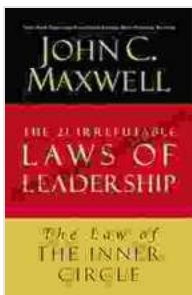# Lesson 11: The Law of Buy-In: Get Your Team on Board or Watch Them Drop Off

In Lesson 11 of The 21 Irrefutable Laws of Leadership, John Maxwell teaches us the importance of getting our team on board with our vision and goals. He says that without buy-in, our team will not be motivated to follow us and we will not be able to achieve our objectives.

The Law of the Inner Circle: Lesson 11 from The 21 Irrefutable Laws of Leadership by John C. Maxwell

★★★★★ 5 out of 5

Language	: English
File size	: 779 KB
Text-to-Speech	: Enabled
Screen Reader	: Supported
Enhanced typesetting	: Enabled
Word Wise	: Enabled
Print length	: 21 pages

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There are a number of things that we can do to get our team on board, including:

- **Communicating our vision and goals clearly and concisely.** Our team needs to know what we are trying to achieve and why it is important.

- **Listening to our team's concerns and feedback.** We need to show our team that we value their input and that we are willing to consider their perspectives.

- **Addressing our team's concerns and objections.** We need to be able to answer our team's questions and address their concerns in a way that makes them feel comfortable with our plans.

- **Involving our team in the decision-making process.** When our team feels like they have a say in the decisions that are being made, they are more likely to be committed to the outcome.

- **Celebrating our team's successes.** When our team achieves a goal, it is important to celebrate their success and show them that we appreciate their hard work.

Getting our team on board is not always easy, but it is essential for success. By following these tips, we can increase the chances that our team will be motivated to follow us and that we will be able to achieve our objectives.

The Benefits of Buy-In

There are a number of benefits to getting our team on board with our vision and goals, including:
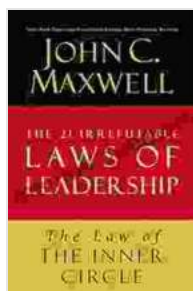
- **Increased motivation.** When our team is on board with our vision and goals, they are more likely to be motivated to follow us and to work hard to achieve our objectives.

- **Improved communication.** When our team is on board with our vision and goals, communication is more likely to be open and honest. This can lead to better decision-making and improved teamwork.

- **Reduced conflict.** When our team is on board with our vision and goals, there is less likely to be conflict and disagreement. This can

lead to a more harmonious and productive work environment.

- **Increased productivity.** When our team is on board with our vision and goals, they are more likely to be productive and to achieve their objectives.

- **Greater success.** When our team is on board with our vision and goals, we are more likely to achieve success. This is because our team will be more motivated, more productive, and more likely to work together effectively.

Getting our team on board is not always easy, but it is essential for success. By following the tips above, we can increase the chances that our team will be motivated to follow us and that we will be able to achieve our objectives.

The Law of Buy-In is one of the most important laws of leadership. By getting our team on board with our vision and goals, we can increase our chances of success. By following the tips above, we can increase the chances that our team will be motivated to follow us and that we will be able to achieve our objectives.

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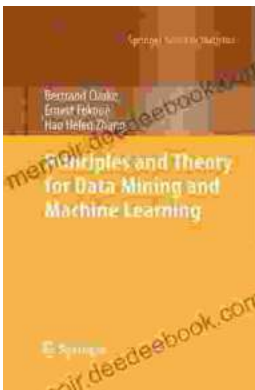|	
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