

# EFS SERVANT LEADERSHIP NEWSLETTER

**"Growth doesn't happen in a day, but it happens daily." John Maxwell**

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**TOPIC THIS ISSUE:  
Personal Growth  
Development**



## **Leadership Is Like Investing**

By: John Maxwell from The 21 Irrefutable Laws of Leadership

Ann Scheiber was 101 years old when she died in January of 1995. For years she had lived in tiny, run-down, rent controlled studio apartment in Manhattan. The paint on the walls was peeling, and the old bookcases that lined the walls were covered in dust. Rent was four hundred dollars a month.

Scheiber lived on Social Security and a small monthly pension, which started receiving in 1943 when she retired as an auditor for the Internal Revenue Service. She hadn't done very well with the IRS. More specifically, the agency hadn't done right by her. Despite having a law degree and doing excellent work, she was never promoted. And when she retired at age fifty-one, she was making only \$3,150 a year. *"She was treated very, very shabbily,"* said Benjamin Clark, who knew her well as anyone did. *"She really had to fend for herself in every way. It was really quite a struggle."*

Schieber was the model of thrift. She didn't spend money on herself. She didn't buy new furniture as the old pieces she owned became worn out. She didn't even subscribe to a newspaper. About once a week, she used to go to the public library to read the *Wall Street Journal*.

Imagine the surprise of Norm Lamm, the president of Yeshiva University in New York City, when he found out that Anne Scheiber, a little old lady whom he had never heard of—and who had never attended Yeshiva—left her entire estate to the university. *"When I saw the will, it was mind blowing, such an unexpected windfall,"* said Lamm. *"This woman has become a legend overnight."* The estate of Anne Scheiber left to Yeshiva University was worth \$22 million!

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How in the world did a spinster who had retired for fifty years build an eight-figure fortune?

Here's the answer. By the time she retired from the IRS in 1943, Anne Scheiber had managed to save \$5,000. She invested that money in stocks. By 1950, she had made enough profit to buy 1,000 shares of Schering-Plough Corporation stock, then valued at \$10,000. And she held on to that stock, letting its value build. Today, those original shares have split enough times to produce 128,000 shares, worth \$7.5 million.



The secret to Scheiber's success was that she spent most of her time building her worth. Whether her stock's values went up or down, she never sold it off with the thought, "I'm finished building; now it's time to cash out." She was in for the long haul, the really long haul. When she earned dividends—which kept getting larger and larger—she reinvested them. She spent her whole lifetime building.

**Becoming a leader is a lot like investing successfully in the stock market.** If your hope is to make a fortune in a day, you're not going to be successful. What matters most is what you do day by day over the long haul. My friend, Tag Short maintains, "*The secret of our success is found in our daily agenda.*" **If you continually invest in your leadership development, letting your "assets" compound, the inevitable result is growth over time.**



## Personal Commitment to Character Building

By: Michael J. Stabile

### What do the following quotations tell us about the power of character?

*“You must discover what you are made for, and you must work indefatigably to achieve excellence in your field of endeavor. If you are called to be a streetsweeper, you should sweep streets even as Michelangelo painted, Beethoven composed music, or Shakespeare wrote poetry.”*

—Martin Luther King, Jr.

*“Excellence is not an act, but a habit”.—Aristotle*

*“The best preparation for tomorrow is to do today’s work superbly well.”*

—William Osler

*“I challenge you to find one single solitary individual who has achieved his or her personal greatness without lots of hard work.”*

—John Wooden

*“There is no such thing as failure. There is only giving up too soon.”*

—Jonas Salk

These quotes tell us that the experience of excellence is a central part of human fulfillment, and that character—working hard, doing our best, and persevering—is essential for realizing excellence. Warren Bennis, author and leadership expert, addressed the role of individual responsibility in becoming a better leader when he said:

*“The leader never lies to himself, especially about himself, knows his flaws as well as his assets, and deals with them directly. You are your own raw material. When you know what you consist of and what you want to make of it, then you can invent yourself.”*

Unless commitment is made, there are only promises and hopes; but no plans.

Peter F. Drucker

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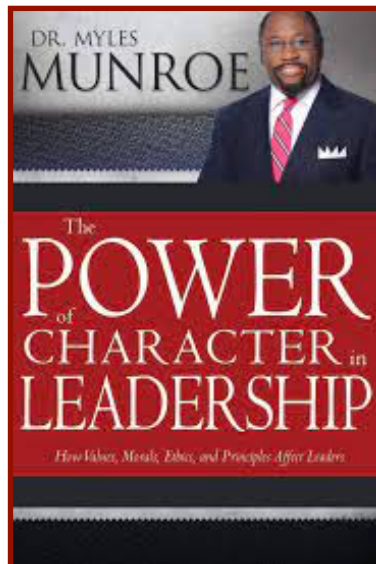


This is relevant to leadership character as much as it is to competencies and commitment. It requires a degree of self-awareness, a preparedness to examine habitual behaviors and consider whether there may not be better ways of leading than the ones that have worked, more or less, for you in the past. **We limit our development as leaders by not having the discipline and courage to assess ourselves honestly.**

## **Five Lessons from the Power of Character**

*adapted from Dr. Myles Munroe's  
The Power of Character in Leadership*

***"Character is like a personal alarm system that protects you from breaking and violating your convictions and value system" Myles Munroe***



Here are five lessons on developing an ethical character for leadership:

- 1. How to protect your leadership influence and power?** Dr. Munroe says no one should think they are too smart or too safe to avoid the consequences of a lack of character. *"Character is the number one plague of leadership today. Character is the most important balance for leadership. Character is like a personal alarm system that protects you from breaking and violating your convictions and value system,"* he says.
- 2. The importance of principles on leadership character.** *"Principles are values, standards and laws that you refuse to sell at the alter of convenience,"* he says. Munroe says the world today needs leaders who see principles as being more than profits, public adulation and their public comfort.

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We learn more about the character of people on one off day, than on all their best days put together.

Greg Reid

PICTURE QUOTES.COM

**3. Falling up instead of falling down.**

"People do fall and characters do collapse," he says. But Munroe adds that the most important thing is what you do to restore your character when you've broken a code of respect, when you've committed an immoral act and violated people's trust.

**4. "Trust is an account that people put a deposit on the longer they have known you and the more you're tested."**

Munroe says many leaders have lost the trust of their companies, constituents, nations, followers, and families and find it difficult to regain it. Why? "Because they lacked the one quality that would have protected their leadership and given them enduring influence. They lack the quality of moral force, or character," he says.

**5. Every human being is a leader over some domain as he or she exercises gifts and influence.**

That domain might be the halls of government, the boardroom, the classroom, the community, or the home.

The process of character development is essential for the servant leader and happens through the course of a lifetime. We build our character one-day at-a-time; the question that we have to answer is what are we building upon? **Our influence and our legacy is directly linked to our character.**

