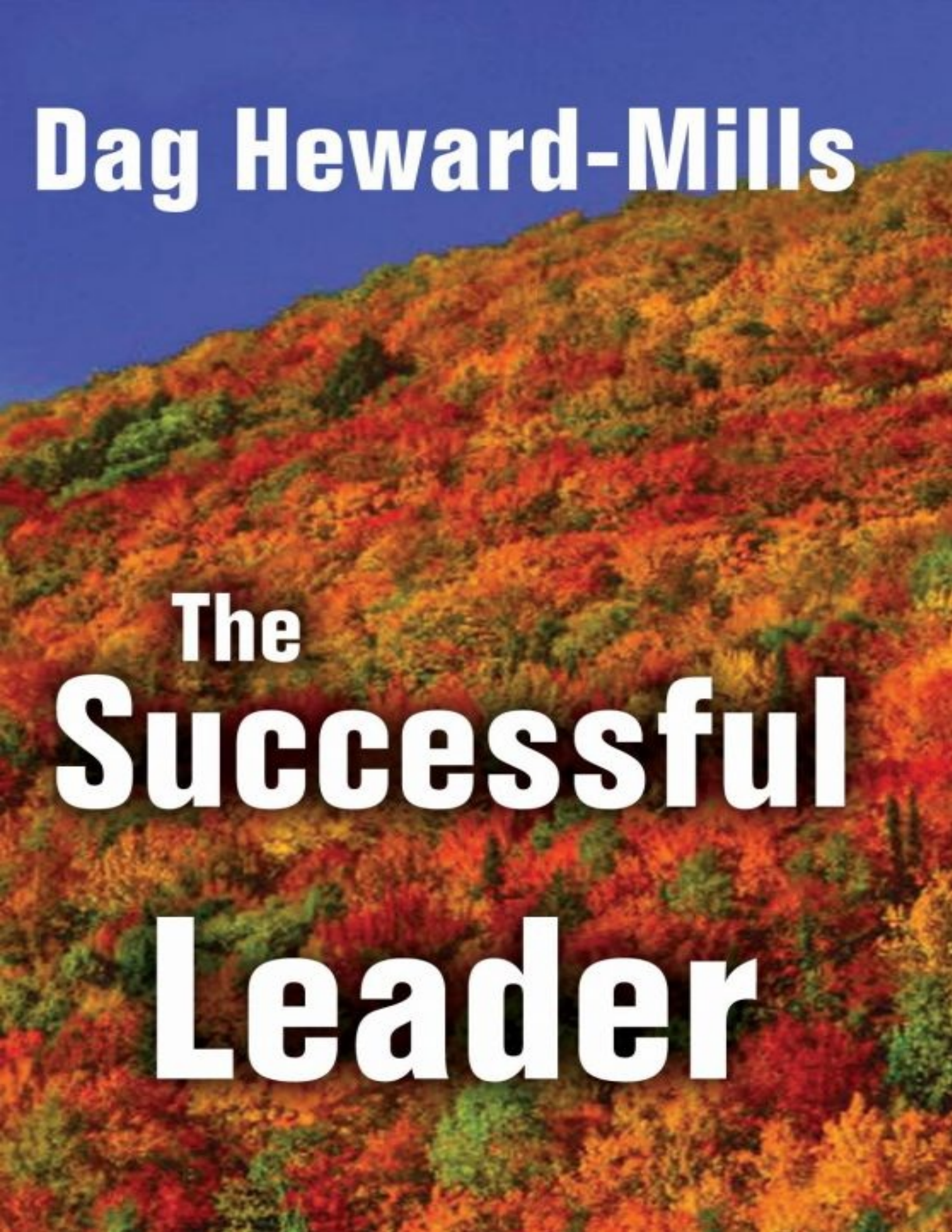
Dag Heward-Mills

The Successful Leader



The Successful Leader

by Dag Heward-Mills

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E mail Dag Heward-Mills
info@daghewardmillsbooks.org
evangelist@daghewardmills.org
Find out more about Dag Heward-Mills at:
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Unless otherwise stated, all Scripture quotations are taken from the King James Version of the Bible

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Chapter 1

Everything Depends on the Leadership

For, behold, the Lord, the Lord of hosts, doth take away from Jerusalem and from Judah the stay and the staff, the whole stay of bread, and the whole stay of water. The mighty man, and the man of war, the judge, and the prophet, and the prudent, and the ancient, The captain of the fifty, and the honourable man, and the counsellor, and the cunning artificer, and the eloquent orator. And I will give children to be their princes, and babes shall rule over them. And the people shall be oppressed, every one by another, and every one by his neighbour: the child shall behave himself proudly against the ancient, and the base against the honourable. When a man shall take hold of his brother of the house of his father, saying, Thou hast clothing, be thou our ruler, and let this ruin be under thy hand: In that day shall he swear, saying, I will not be an healer; for in my house is neither bread nor clothing: make me not a ruler of the people. As for my people, children are their oppressors, and women rule over them. O my people, they which lead thee cause thee to err, and destroy the way of thy paths.

Isaiah 3:1-7,12

In this Scripture, God predicts a mighty judgement on Jerusalem and on Judah. God had determined to punish and destroy those nations. How was He going to do it? The Scriptures make it very clear. God was going to take away all kinds of leaders from the community. The community was going to be left leaderless.

Almighty God knows this principle very well: no leader, no progress! No leader, no development! No leader, no blessing! No leader, no deliverance! God knew that the community would fall into judgement if He removed leaders from their midst. This is because everything rises and falls on leadership.

Almighty God was unleashing one of the most terrible punishments any person, nation or group of people could ever have: That is to have no leaders. If you look closely at this Scripture, you will see that God was

predicting the removal of every type of leader from the community,

…**the Lord doth take away…the mighty man, the man of war, the judge, the prophet, the prudent, the ancient, the captain of fifty, the honourable man, the eloquent orator…**

If you study this list closely, you will come to the frightening realization that the community is left without anyone who can lead the people in any aspect.

Pastors were taken away. Politicians were taken away. Senior citizens were taken away. Wise people were taken away. They were all taken away from the community. This is what I call a headless society.

A body without a head is no body. A church without a true leader is truly pathetic! A nation without a real leader is cursed! Truly every nation rises or falls on its leaders.

This was probably one of the most severe judgements that God could give to His people – the removal of all kinds of leaders. As you know, nature abhors a vacuum. And in place of real leaders Jehovah predicted the rise of bogus leadership:

And I will give children to be their princes, and babes shall rule over them…

These children and babies represent incapable and useless leaders. It is obvious that a baby cannot rule his own bowels, how much more rule a nation. Some years ago, I asked a friend whom he would vote for in an upcoming election. He hesitated, so I asked a more direct question. I asked, “Will you vote for President X?”

At that point he responded and said, “If I had to choose between your four-year-old son, David, and President X, I would certainly prefer to vote for your four-year-old son.”

He continued and said, “I would rather vote for a goat to be our President than for that person.”

It is obvious that neither my son nor a goat would be able to help our nation very much. To have the leadership of children or babies, or as this person said, a goat, is certainly a curse. What would be the result of having such inappropriate and flunkey leaders? The Bible has the answers:

“...the people shall be oppressed, everyone by another and everyone by

his neighbour; and the child shall behave himself proudly against the ancient..."

Have you not seen this picture somewhere: oppression, injustice, intimidation and the proliferation of all sorts of evil? What gives rise to rebels in Africa, and to thousands of young people in a drug culture in Europe and America? Almost every bad situation within the church can be attributed to the lack of a good leader.

Church splits and scandals are often the result of a lack of strong leadership. The Scripture we read above tells us how God was going to curse the land by taking away leaders. Churches rise and fall depending on the leadership. With a good and a strong leader, a church will grow into a mega church. With bad leadership, churches don't go anywhere even if the pastor is very anointed. You sometimes see an anointed minister who has bad leadership traits. His ministry usually falls into chaos because of bad leadership principles.

Leadership is an art. It is a secular subject, which is necessary for ministers of the Gospel to understand.

The ability to write and read is not a spiritual thing; it is a secular skill which needs to be learned. Without that ability you are going nowhere in this world. Same thing for leadership! Without the knowledge and skills of leadership your ministry is going nowhere.

Africa Without Leaders

A debate I often get into with friends is about the state of the African continent. I often marvel at the lack of development and the level of poverty in Africa.

I ask myself, "What is it? Can we not build our own roads? Why do we need a foreign company to build roads and toilets for us?" It would be very unusual to go to a European country and find foreign companies engaged in building roads or toilets in that country. Why is there so much suffering and sickness in developing countries?

There are many theories that have attempted to explain the condition of poor and unstable nations. Some people say that there is a curse on the Black man. Others claim that it is the lack of democracy. And some even think that there is a curse on the African continent. I believe that the principal reason for the poor state of affairs in Africa is the lack of good leaders.

Whenever there is a good leader, you will notice a great deal of development and you will notice prosperity. The absence of leaders can be seen clearly in two worlds. You will notice the absence of leaders in the natural or secular world. You can also notice the absence of leaders in the spiritual or church world. When there is a lack of leadership in the church you will notice the same signs of a lack of development in the ministry, i.e. poverty, lack of teaching, a lack of knowledge, and the proliferation of sin.

Churches Without Leaders

In a nation where there is little or no good leadership, you will notice the rise of false leaders, rebels and pirates.

In the church, the lack of true leadership gives rise to the proliferation of sin and evil doers as well as false church leaders. The lack of real leaders in a church causes many people to lose their souls, die and go to Hell. How can this be? A real leader in the church will lead the congregation to win souls and do missionary work. Whenever the church's leadership stopped concerning itself with the lost and dying souls, false religions and alternative faiths crept in and took over.

This is why I am writing this book. There is a need for leaders in every sphere of life. There is a need for genuine leaders in the secular world. There is a genuine need for leaders in the church world.

It is my prayer that God will raise you and many others up to be true leaders for your generation! Truly, everything depends on the leadership!

Chapter 2

Rally People around You

…**Rezon, the son of Eliadah...And he gathered men unto him, and became captain over a band…**

1 Kings 11:23,24

This man Rezon became a leader in his time. The Bible tells us that he gathered people unto himself. Every true leader is able to rally a team of people around him.

Jesus gathered a team of twelve people around Him. He lived with them and fellowshipped with them for three and a half years.

Decide to be a gathering point for people. Whatever there is in your personality, which is offensive and scatters people away from you, must be dealt with if you take leadership seriously. Learn how to speak without offending and scattering people.

Twenty-two Steps to Rallying People around You

1. Make people feel that you really want them around you.

2. Appreciate the people around you.

Rejoice with the people around you over their little successes and breakthroughs. Their joy will increase when they feel there is another person rejoicing with them.

3. Genuinely admire people's cars, houses, furniture and clothes.

Cars, houses and clothes represent people's choices and achievements. If you admire and respect people's choices and achievements you are admiring them personally! They will naturally warm up to you!

4. Show people that you respect them, no matter who they are or what they have.

People will warm up to you once they know you respect them. In this world, many people are not respected. Generally speaking, Black people are often not respected by White people. In my opinion, Europeans and Americans do not respect Africans.

Some ethnic groups are also despised and hated. People are looking for

someone who genuinely respects them in spite of where they come from, who they are or how much money they have.

Anyone who has the ability to respect people, no matter who they are, will have people rallying around him.

5. Be conscious of people who have inferiority complexes and treat them carefully.

6. Never tease someone who does not like being teased.

There are some people who hate being teased. Often, this is because of a complex they had from childhood.

7. Call people by their names soon after you have met them.

No one likes to feel that he is a mere number. People will warm up to you when they realize that you know them by name. They will be even more touched if you call them by their pet names.

8. Show interest in people's personal lives.

Ask about their homes, jobs and schools. People need to feel that the leader has a genuine interest in their lives.

9. Show an interest in people's aspirations, visions and goals.

When you are only interested in *your vision* and goal, people will silently withdraw from you. When they sense that you have an interest in making them successful they will rally around you.

10. Offer food and drinks to visitors whenever you can.

When I was in the university I visited many people on campus. I always remember a particular lady called Adelaide Baiden. Whenever we went to her room she would offer us something to eat. Many times she and her roommate shared their supper with us. This made her room a natural rallying point! If you want to be a natural rallying point, learn to offer food and drinks to visitors anytime you can!

11. Listen to people's problems.

Learn the art of listening rather than talking. When you allow people to talk about themselves they psychologically feel that they are closer to you. This makes them rally around you.

12. Let the conversation centre around others and what they are doing rather than on yourself and on what you are.

It is vain to have self-centred conversations. If your conversations are all about yourself, your achievements and your vision, people will soon be tired of listening to you and move away.

13. Be an encourager.

Always notice when somebody has made an effort to achieve something. Perhaps they sang a song or did a new hairstyle. Even if you didn't like it, appreciate the effort that was made. There is no need in saying that you didn't like what they did. All you need to do is to notice the effort and appreciate it.

14. Say thank you for everything.

It is better for people to think that you are saying thank you too often than for them to feel that you are ungrateful.

15. Smile.

People gravitate around smiling and friendly people. We know that we are not perfect and so we do not need a stern, frowning person to remind us of our failings. People need someone to encourage them that in spite of their failings, they are accepted.

16. Do not be partial.

One of the first things that people notice about leaders is when they are partial. The Bible says in James 3:17 that it is not wise to be partial:

But the wisdom that is from above is…without partiality...

Even little children notice when their parents are partial toward one child. No one wants to follow someone who is biased and partisan without cause. What about if you fall into his bad books without knowing it?

It is difficult to live in a country where the head of state begins to dislike you because of unsubstantiated tales. It is difficult to work in an organization where the boss can begin to dislike you based on a new feeling he has.

17. Whenever there is an opportunity, give a gift.

A gift makes room for a man. "A man's gift maketh room for him, and bringeth him before great men." (Proverbs 18:16). This means that a space is created within the person's heart for you. You will be accepted and the person will rally around you.

18. Mourn with people who are mourning.

Times of sorrow are some of the most remembered times in people's lives. If you remember them during that period they will never forget you. I have had people joining my church simply because I was by their side when their parents died.

19. Go the extra mile to help someone.

Whenever you help someone in need he remembers you. People see when you make the extra effort and it touches their hearts. When you ask them to rally around you for a cause, they will be there because they remember how you helped them. I assure you of this one thing: if you do not sow a seed of help in someone's life, no one will help you in the future.

20. Be friendly, greet people in a pleasant way.

Be easygoing, be sociable: shake hands, hug people, give a pat on the back, be affable and pleasant. Warmth is attractive. A cold and crisp person is not a natural rallying point.

21. Be concerned when listening to people's problems.

When listening to people's problems, your facial expression must show deep concern and interest. Try to pick up the details and show that you are following the story.

22. Notice when people are absent.

People are offended when they find out that you did not even notice when they were away. How can they be important to you if you do not even notice their absence.

These twenty-two steps will make you a natural rallying point and a natural leader.

Chapter 3

Choose Hard and Difficult Things Instead of Nice and Easy Things

Now is my soul troubled; and what shall I say? Father, save me from this hour: but for this cause came I unto this hour.

John 12:27

By choosing hard and difficult things instead of nice and easy things, you will make yourself a natural leader. Most people choose nice and easy things. That is why most people are on the broad and easy way that leads to Hell.

If you choose things that are hard and difficult instead of things that are nice and easy, you will move forward very rapidly in life. A leader needs to move forward so that he can be one-step ahead. It is only when you are a step ahead that you are truly a leader.

Many of the things that will take you forward in life are hard and difficult to do. Nonetheless, these are the most important things for you. Prayer is one of these things. Bible study is one of the important things you need to do. Fasting is an important habit that every Christian should cultivate. Yet, these are things we all do not like doing.

A true leader can make people do these very things. I often lead my people into fasting and prayer. It is difficult for me, and it is difficult for them. However, we do it! How am I able to make hundreds of people fast and pray for several gruelling hours? By doing it myself and letting them see me do it!

Seven Hard and Difficult Things You Must Do to Stay Ahead

1. Have a daily quiet time.
2. Read the Bible everyday.
3. Pray for hours everyday.
4. Fast regularly.
5. Learn things that are new to you.

In the ministry, I have had to learn new things that I was not naturally

inclined to. It is the doing of some of these difficult things that has taken me forward.

For instance, going into the healing ministry was probably one of the most difficult things I have ever done. It was hard and difficult! But I am forever grateful I took those hard and difficult steps.

The healing ministry has given me a level of visibility I would not have had without it. I see my ministry becoming more and more Christ-like because I took that hard and difficult step. Anytime I share about doing hard and difficult things, I always remember the healing ministry. It is not easy to pray for the sick, even after years of doing it.

6. Educate yourself constantly by reading books.

7. Obey whatever God tells you to do.

Obeying God is one of the most vital keys to moving forward. I cannot explain the power that is released when you obey God.

Jesus Christ achieved His purpose by obeying God. It was hard and difficult, but He did it! It would have been nice and easy to stay in Heaven where He belonged. Jesus grimaced at the thought of obeying His instructions but He composed Himself.

Notice the words of Jesus as he pondered on the cross that lay before Him.

Now is my soul troubled; and what shall I say? Father, save me from this hour: but for this cause came I unto this hour.

John 12:27

Jesus steeled Himself and resolved to go through with it. Decide to be like Jesus – choose what is hard and difficult rather than what is nice and easy and you will find yourself in a good place.

Chapter 4

Readily Embrace New Ideas

Your leadership will be stunted if you are not prepared to embrace new ideas. The world is constantly changing. Old systems and approaches no longer work. Computers have refashioned the way we do things. Seasons change. Needs change. And people change. That is why God constantly introduces fresh and new things.

I am very open to new ideas. I do not mind changing things I have been doing in a particular way for a long time. I find that God is a God of positive change! God is a God of improvement!

I notice how people laugh at me when I suggest new ideas. I have observed with amazement how some architects, engineers, technicians, builders, lawyers, accountants and pastors are resistant to new concepts. I notice how they quietly sneer and giggle amongst themselves as they listen to me expound some new idea. “We don’t do things this way.” “It has not been done before!” “We are not in America.” “If we had what they have in Europe, we could have done it.” “You know, they have much more equipment abroad.” “It is not possible in Ghana.” “It’s not realistic.” I have heard these statements and sensed these messages even when they were not voiced out.

Africans sat on their continent whilst Europeans explored the world and discovered us. Why did we wait to be discovered in Africa? Why didn’t we explore new horizons? Why didn’t Africans explore new territories and discover the Europeans? Openness to new ideas is a secret to moving ahead as a leader. Nowonder Europeans are ahead in almost every sphere of life (except spiritually). God is a God of change. He is doing new things. Embrace new ideas with honesty. Try a new method. A new way of doing things may be the key to pushing you out ahead of everyone else in your field.

When I practised the lay ministry, I didn’t do it because I saw others doing it. I did it because it needed to be done even though it was new. I am following my heavenly Father who is a God of new things. Be like your

heavenly Father. There is no better mentor.

Five Examples of New Things That God Does

1. God does new things.

New projects, new schemes, new ideas, new plans.

Behold, I will do a new thing; now it shall spring forth; shall ye not know it? I will even make a way in the wilderness, and rivers in the desert.

Isaiah 43:19

2. God gives new languages to His people.

And these signs shall follow them that believe; In my name shall they cast out devils; they shall speak with new tongues;

Mark 16:17

3. God gives brand new instructions to His servants.

Every instruction has an expiry date.

A new commandment I give unto you, That ye love one another; as I have loved you, that ye also love one another.

John 13:34

4. God makes us into brand new people who have never existed before.

Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new.

2 Corinthians 5:17

5. God makes new agreements and He issues fresh calls to service.

If you are open, you will hear His voice.

In that he saith, A new covenant, he hath made the first old. Now that which decayeth and waxeth old is ready to vanish away.

Hebrews 8:13

Chapter 5

Value People

People are attracted to places where they are valued. Many organizations undervalue the people they have. Every person who feels undervalued will move away.

Every developed nation values its citizens. What you respect will come towards you. What you attack will run away from you. People are the most valuable thing a leader has. A nation that attacks its leaders will be devoid of leaders. A nation that attacks its wealthy citizens will be poor. All the rich people will run away to friendlier countries where wealth is not a hazard.

Why You Must Value People

1. Because people are more valuable than money.

Invest in people financially and educationally. Pay people well and spend time teaching and training them.

2. Because people are more valuable than buildings.

See them as gifts from God.

3. Because people are more valuable than computers.

Try not to lose the people that God gives you. Do everything to prevent the loss of even one person. People can sense it when you value them.

While I was with them in the world, I kept them in thy name: those that thou gavest me I have kept, and none of them is lost, but the son of perdition; that the scripture might be fulfilled.

John 17:12

4. Because people are more valuable than cars.

See people as being worth more to you than objects and projects. Jesus saw His followers as gifts from God. “I have manifested thy name unto the men which thou gavest me out of the world: thine they were, and thou gavest them me; and they have kept thy word” (John 17:6).

The Nation That Does Not Value Its Citizens

I know a country that does not value its doctors and that is why most of them have left that country. I know a country that does not value its nurses and that is why many of them have left, and are still leaving to seek greener pastures elsewhere. I know a country that does not value its leaders and that is why almost every one of her former presidents is dead. I know a country that does not value its churches and that is why the government can attack the church.

If a country places more value on athletes and beauty queens than professionals and nation- builders, do you think that these professionals and nation-builders will be attracted to the nation?

The Church That Values Its Members

If you are a leader of a church you must value the different types of people that are in your congregation. If you place value on them, then you will attract more of their kind and your church will grow. Leadership is the art of valuing people that are given to you. Be like Jesus and see your followers as gifts from above.

Chapter 6

Spend Any Amount of Money and Time to Get a Book

Eight Reasons Why a Leader Loves Books

1. He knows that the information in a book may make the difference in his life's work. That is why a leader is prepared to pay any amount of money for a book.

2. Reading a book puts you in direct contact with the author of the book.

Authors are usually great men who have a lot to share. A leader knows that he may not have the opportunity to meet with certain people, so he makes use of the books they have written.

3. A leader knows that authors are workers and researchers for him.

4. A leader knows that many years of experience can be transmitted through one book.

5. A leader knows that a book is a patient teacher.

6. A leader knows that he can catch an anointing from a book.

7. A leader knows that if you can't read, you can't lead.

8. The greatest leaders of all time were readers.

Biblical examples of this were Paul and Daniel. Daniel the prophet was a leader and he was an avid reader. Daniel was somebody who read Jeremiah's books.

In the first year of his reign I Daniel understood by books the number of the years, whereof the word of the Lord came to Jeremiah the prophet, that he would accomplish seventy years in the desolations of Jerusalem.

Daniel 9:2

An avid reader worth emulating was Paul. Paul sent for his books and his parchments. They obviously were very important to him.

The cloke that I left at Troas with Carpus, when thou comest, bring with thee, and the books, but especially the parchments.

2 Timothy 4:13

Reading is one of the most essential habits of every leader. If you do not read, please do not try to lead anyone. Reading is essential for leadership.

Ten Reasons Why Every Leader Must Be a Reader

1. Read for intellectual growth.

You will develop your mind greatly as you read. Many minds need some more development.

2. Read for spiritual growth.

As you read, you will find out that your spirit is affected greatly by the written Word of God. You must have communion with other great leaders through their books.

3. Read to develop a preaching and teaching style.

You will definitely pick up some tips as you read from the messages of great men.

4. Read to improve your language.

Whether you speak English or French, reading always improves your language. The best way to learn the English language is to read English books.

If you want to improve your vocabulary, please start reading now!

5. Read to have fellowship with great minds and great people.

Reading is a form of private interaction between yourself and another person. You can receive an anointing as you read a book.

6. Read in order to learn how to write.

You may write a book one day. You will have to write letters to people. Learn how to write by reading.

7. Read to acquire new information.

Most people think that acquiring new information is the only reason why you shouldread a book. But this is only one of many reasons why you should be a reader. Ignorance is one of the greatest enemies of mankind. If you do not read, your ignorance is self-inflicted and inexcusable.

8. Read to develop your leadership abilities.

Anyone who spends more money on books than on food and clothes is destined for leadership.

9. Read because a person who does not read is no better than a person who cannot read.

10. Read so that you will be in the top twenty per cent of society.

Do you know that the top twenty per cent of every society buys all books? Join the top twenty per cent of society today and be a winner and a leader.

Daniel Webster (1782-1852), a famous statesman and prominent lawyer once said, “If religious books are not widely circulated among the masses in this country and the people do not become religious, I do not know what is to become of us as a nation. And the thought is one to cause solemn reflection on the part of every patriot and Christian. If the truth be not diffused, error will be; if God and His Word are not known and received, the devil and his works will gain the ascendancy; if the evangelical volume does not reach every hamlet, the pages of corrupt and licentious literature will.”

Chapter 7

See Ahead! Prepare for the Future!

A prudent man foreseeth the evil, and hideth himself: but the simple pass on, and are punished.

Proverbs 22:3

A leader is someone who sees ahead. A leader is someone who has the future in mind. The leader can see the evil ahead. The leader can see growth and expansion ahead.

Three Things a Leader Should See Coming

1. See the growth ahead.

A true leader knows that the population isgoing to grow. This means that potential souls are going to increase. This also means that we are going to need larger buildings and facilities. We will also need more workers. Build with the future in mind. Train people with the future in mind. Jesus predicted that His church would grow. He could see it coming!

And I say also unto thee, That thou art Peter, and upon this rock I will build my church; and the gates of hell shall not prevail against it.

Matthew 16:18

Ghana's first president saw many years ahead and built a huge hydroelectric dam for the nation. This dam produced electricity many times in excess of the needs of little Ghana. He was seeing ahead. Open your eyes and see ahead. Know that things will get better as the years go by.

2. See the evils ahead.

There are some evils that will come whether you want them to or not. Jesus promised that temptations would come.

Woe unto the world because of offences! for it must needs be that offences come; but woe to that man by whom the offence cometh!

Matthew 18:7

Betrayal will come as the years go by. Temptations will come. Satanic attacks will come. Know that good times and bad times are sure to come. The marriage vows say: “for better or for worse, in prosperity and in adversity.” A real leader can virtually predict the ways things will go. Ask God for wisdom to see ahead. By wisdom, you can predict the future.

3. See the changes ahead.

The Lord directed me to plant churches in different parts of my city for the years ahead. I realized that the city was expanding. It could take people more than two hours to move from one end of the city to the other. I felt that manyof the people who lived far away would soon stop coming to church. So I began what I call the *metropolitan* churches. That was one of the most strategic moves I ever made. I retained many of the people God gave me by establishing almost a hundred churches in the city.

Businessmen need to see ahead. Some of you are engaged in businesses that will soon be unprofitable. I have often advised businessmen to diversify because I could see a change coming which would make their current line of business obsolete.

I have watched as people who owned great businesses deteriorated until there was nothing left. A leader is someone who sees ahead.

Chapter 8

Always Learn New Things

Better is a poor and a wise child than an old and foolish king, who will no more be admonished.

Ecclesiastes 4:13

How can I stop learning new things? If what you know now is all that you will ever know, then I pity you. A true leader is a true learner. I learn so many new things every year that I get amazed. That is why the Bible teaches that to the making of many books there is no end.

Many people feel that they know everything. This is unfortunate! No true leader thinks like that. I sometimes listen to pastors criticizing other ministers and I marvel.

I just listen quietly, in amazement. Those they were criticizing were people I learnt great truths from. No wonder people are not promoted. I have realized that I can learn things from people in my own city. I can learn things from spiritual leaders as well as secular leaders.

Do you consider yourself a leader? Then decide to never stop learning. What I want you to understand is that learning does not only take place by reading books.

You can learn a lot from the things around you. You can learn a lot from the people that you see everyday. You can learn a lot from some fellow ministers. You can learn a lot from rival companies and businesses. Never stop learning new things!

Chapter 9

Know Your Strengths and Flow in Them!

No one was created “jack of all trades”. I have tried almost every field of ministry. I realize that I can do well in many areas. I play musical instruments quite well. I think that I am not bad as a singer. I am good at leading worship. I am absolutely thrilled by evangelism. Prophecy and the prophetic ministry intrigue me. I pastor churches and train leaders. I have founded many things in my short life.

But which of these is my real calling? I once asked the Lord, “What do you want me to do?”

The Lord made it clear to me that I was called to stand in the office of a teacher.

There are many things that I like to do, but I intend to stay with what God called me to do. A true leader knows where his strength lies. A leader can do many good things. *When you discover your strengths, flow in them and become a great leader.*

Many people live and die without developing their strengths in ministry. Do not be a pastor because everyone is pastoring a church. Do not be a prophet because that is the latest fad in town.

I started my ministry as a lay person. Most of my workers are lay people. One of my strengths is the lay ministry. If I had followed what everyone else was doing, I would have destroyed my special ministry. You may be influenced by many people but make sure you do what God has called you to do.

Stay in the area which makes you unique. Develop it and become strong. I know many businessmen who jump from one thing to another without developing their strengths. By the time they have discovered the pitfalls and loopholes in one area of business, they are jumping into the next. They think the next business is going to bring a quick return. *There is no such thing as a quick fix.*

Most people who become millionaires are people who decided early in

life what they were going to do and stayed with it. *Successful people are often people who have been doing the same thing for a long time.*

Hopping around from country to country will not help you to prosper. Decide where you want to live and stay there until you become strong! Apostle Paul fought a good fight and ran *his* race. It is time for you to run *your* race.

I have fought a good fight, I have finished my course, I have kept the faith:

2 Timothy 4:7

Forget about somebody else's race. What does God have in store for you? What is your course? Is it the course of business? Then do not stray into politics! What is your course? Is it the course of ministry? Then do not stray into politics! Many ministers shorten their lives by doing things that they were not supposed to do.

Are you a leader? Then stay on course and then everyone will see the gift of God upon your life. You will become a respected leader.

Chapter 10

Be Ready for a Long Fight!

I have fought a good fight, I have finished my course, I have kept the faith:

2 Timothy 4:7

Leadership is one long fight. Paul said that he had fought a good fight. His whole life was full of fighting. I remember a conversation I had with a pastor. He told me what his wife had asked him the day before.

I asked, “What did she say?”

He said his wife asked him, “You at all, when will you have peace?”

His wife was wondering when the fight would be over!

Dear Christian friend, if you consider yourself to be a leader, get ready for one long fight! If you are not fighting the devil, you will be fighting demons. If you are not fighting demons, many unbelievers will fight you. If you are not fighting unbelievers, you will be fighting Christians who hate you.

Do you call yourself a leader? Brace yourself for a long fight! It’s a good fight. The fight for eternal crowns and the fight to hear Him say, “Well done, good and faithful servant.”

I have fought a good fight, I have finished my course, I have kept the faith:

2 Timothy 4:7

Chapter 11

Count Your Pennies!

When they were filled, he said unto his disciples, Gather up the fragments that remain, that nothing be lost.

John 6:12

A frugal person is someone who counts his pennies. Every leader is going to need a lot of money to help him fulfil his vision. How is this money going to come? By being frugal! Years ago, I wrote a book on frugality. It was something that I had taught in my church. I believed that it was a key that had helped me greatly in ministry.

I recently read a book on millionaires in America. I was surprised to find out that a study on millionaires had shown that the most common

characteristic of wealthy people is frugality. I read this book many years after I had taught and written on frugality. You see, the principles are the same. A frugal person is someone who counts his pennies.

There is no limitless amount of money sitting anywhere. Many rich people are strapped for cash. Very few people have anything to spare.

Years ago, when our church began a building project we asked a multi-millionaire to help us with some money. Someone even offered a building as security for a loan. But the millionaire was not moved by our request. He was not even moved by the offer of the building as security. No one helped us.

The Spirit of God spoke to me and said, “You will accomplish this vision if you count your pennies.” True to His word, we counted our pennies and we accomplished the vision.

Neither a wasteful person nor an extravagant person can accomplish much. Are you concerned about impressing people? Then you are not a good leader. Are you concerned about showing off expensive things? Then you are not a leader. A leader knows that in order to get to his goal he is going to have to count his pennies. Why did Jesus ask the disciples to gather the crumbs? Was He trying to humiliate the disciples? Was He

trying to keep the environment clean? No, He said very clearly that He was preventing losses. “When they were filled, he said unto his disciples, Gather up the fragments that remain, that nothing be lost” (John 6:12).

The best way to become rich is to minimize your losses. If you are the leader of a company, your duty is to minimize your losses and prevent stealing. If you can do these two things, your company will prosper naturally. If you are a political leader, aim at reducing corruption. If the money stolen from African nations were to be recovered, we would no longer need loans from the IMF or the World Bank!

Chapter 12

Tell the Truth

And ye shall know the truth, and the truth shall make you free.

John 8:32

The very nature of leadership is truth. The truth will tell you where you are and where you are not! The truth will also tell you where to go. There are many pastors who need to start telling the truth about the size of their congregations. It is time to stop making wild guesses about the number of people in your church.

When you realize the actual number of souls that you are ministering to, you will be motivated to work harder. One day, I asked my data officer to tell me how many people were in church. When he gave me the figure, I was depressed for at least one week. But I realized that in spite of what I had achieved, I had a long way to go. If you cannot tell yourself the truth, you cannot be a good leader.

It is unfortunate that there are many businesses that do not make any profit at all but are still operating! When they add up the real costs of operations, they realize that they are actually running at a loss. The wisest thing to do is to shut down the business or lay off some workers. That is true leadership. Are you a leader? Do you want to know the truth? Do you tell yourself the truth?

Then said one unto him, Lord, are there few that be saved?

Luke 13:23

Jesus answered and told him there is a narrow gate and few people are entering through that gate.

Chapter 13

Don’t Lose Your Focus

Many people do not know that great achievers are people who have focused and concentrated on one thing for a long time. Concentration is the key to great achievement.

Do you consider yourself a leader? You must learn the art of concentration. Concentrate on your vision. Concentrate on your church. Concentrate on your work and you will have great results.

Often when I begin to pray, I switch off all phones. This helps me to concentrate on the Lord.

When I was in university, I had the opportunity to join several Christian groups. I decided to flow with a particular ministry. I realized that I could not divide my time amongst the many Christian ministries on campus. By the time I left university, a new group had been formed which exists up until today.

When you concentrate on one thing, people will accuse you of being proud or unfriendly. They will say that you are inward-looking and unpatriotic. They will say that you are anti- social.

Take no notice of them. Concentrate on what you are doing. Wisdom is justified of her children. Never forget that concentration brings growth and keeps you from strife. When Jesus went away He left clear instructions about what the Church was supposed to do.

Who then is a faithful and wise servant, whom his lord hath made ruler over his household, to give them meat in due season? Blessed is that servant, whom his lord when he cometh shall find so doing. Verily I say unto you, That he shall make him ruler over all his goods. But and if that evil servant shall say in his heart, My lord delayeth his coming; And shall begin to smite his fellowservants, and to eat and drink with the drunken; The lord of that servant shall come in a day when he looketh not for him, and in an hour that he is not aware of, And shall cut him asunder, and appoint him his portion with the hypocrites: there shall be weeping and gnashing of

teeth.

Matthew 24:45-51

Not long after His departure, the Church had deviated into all sorts of things that were not instructed by Christ.

In the name of good works and being socially acceptable, the Church has divided its attention into four main areas: health, education, relief services and Christian teaching. It is no wonder that other religions are said to be growing at a faster rate than Christianity.

If the Church were to concentrate on their God-given goal, they would be called all sorts of names.

Some of my pastors and churches have come under criticism because we tend to concentrate on what we are doing. Statistics have proved, to the surprise of many, that excessive cooperation between churches does not lead to growth in the Body of Christ.

This comes as a surprise to the proponents of unity in the Body. Remember that unity is different from union. What people often call unity is actually the physical union of congregations.

A leader understands the essence of concentrating on one thing until he has achieved it. A leader can distinguish between relevant and irrelevant issues.

I have realized that the faster I work, the more energy I have. Slow work makes you tired. I apply the principle of urgency and concentration to everything I do. I bring all my forces to bear on it until I conquer it. The more you suspend your projects for other things, the more depressed and unhappy and discouraged you will be.

Are you a leader? Decide to concentrate on one thing at a time. Put away useless socializing, empty chatting and excessive television watching. Concentration will bring you great success. Paul did it and so can you!

…**but this one thing I do, forgetting those things which are behind, and reaching forth unto those things which are before…**

Philippians 3:13

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