

# LEADERSHIP LAB

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## Why Vision Dripping is Better than Vision Casting

- In order to lead with vision, you must be able to get people on the same page.
- We must learn the difference between having followers and developing leaders.
- **Persuasion is not the best way to lead. Buy-in is the better way.**
- **Creating a culture that's encircled around a shared vision is efficient leadership.**
- When it comes to vision: **No one likes to be sold-to, but everyone loves to buy-in!**
- When leading a group of people toward a vision: **Convictions trump information!**
- We must not wait until a decision has to be made before we equip people with the information that will form the basis of their buy-in to the vision.
- **Convictions are forged when a leader regularly and routinely "drips" vision.**
- Last minute information can cause the feeling of being sold-to, rather than buying-in.
- We must build "teaching" environments so that people can hear the vision regularly.
- **The process is more important than the content.** It's not that you have a well-polished teaching, but that you have a process to "drip" the vision.
- What system have you built to drip vision?
- **Three Stages of Vision-Drip: Revelation, Repetition and Recitation.**

### Getting to Know You:

*Have you ever encountered a pushy sales person? What was that like?*

### Discussion Questions:

1. Do you process information at a quicker pace or at a slower pace?
2. When it comes to getting involved with something, are you an "all-in" personality or a "dip your toe in the water" personality?
3. What's one of the greatest things you've been a part of? Why did it mean so much to ?
4. How well do you "drip" vision to those around you?

### Prayer Requests:

### Put It Into Practice:

Celebrate one of your small group members with something you see in them.