

# Going Where There Are No Roads at All

It is said that an aid group in South Africa once wrote to missionary and explorer David Livingstone in Africa: “Have you found a good road to where you are? If so, we want to know how to send other men to join you.”

Livingstone replied, “If you have men who will come only if they know there is a good road, I don’t want them. I want men who will come even if there is no road at all.”

That’s what top leaders want from the people working for them: they want individuals who are willing to do what others won’t.

John C. Maxwell, author and internationally recognized expert on leadership development, agrees with Livingstone’s assessment.

“Few things gain the appreciation of a top leader more quickly than an employee with a whatever-it-takes attitude,” Maxwell said in his book *The Maxwell Daily Reader*. “They must be willing and able to think outside of their job description, to be willing to tackle the kinds of jobs that others are too proud or too frightened to take on.”



And then, Maxwell said, there is the other side of the coin.

“Few things are more frustrating for a leader than having someone refuse to do a task because it is *not his job*. (In moments like those, most of the top leaders I know are tempted to invite such people to be without a job altogether!) Good leaders don’t think in those terms. They understand the Law of the Big Picture from *The 21 Irrefutable Laws of Leadership*: The goal is more important than the role.”

Then Maxwell adds: “Cultivate a whatever-it-takes attitude.”

Leaders in Life Care and Century Park long ago learned the truth of this wisdom espoused by Livingstone and Maxwell. We encourage and celebrate the good works of associates through our *Whatever It Takes And Then Some* and *Going the Extra Mile* customer service programs.



And that encourages others to capture the vision.

– Beecher Hunter