

Law 7: Spread Your Service

“Always make your cooperation greater than your status.”

— *The Laws of Lifetime Growth* By Dan Sullivan and Catherine Nomura

“Cooperation is essential for lifetime growth. When people come together around a common purpose, they can achieve results that no individual could accomplish alone. Working with others and creating opportunities for increased cooperation makes greater things possible in our lives and in the world.”

“Yet some people mistakenly assume that if they work with others or treat coworkers as equally valuable contributors, people will somehow think less of them, or it will diminish or obscure the value of their own contribution. These people’s attachment to their status keeps them from cooperating with others and puts a ceiling on their growth.

“Always make your cooperation greater than your status, and you will find unlimited possibilities and synergies in combining your talents and opportunities with those of others.”

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What does it mean to cooperate?

“...to act together, to associate with others for mutual benefit, common effort, a willingness and ability to work with others.”

— Webster

“Cooperation is about focusing on a common objective and allowing everyone to make his or her best contribution... When people put their need for status ahead of the desire for cooperation, their personal agendas become obstacles to progress.” — Sullivan and Nomura

“My idea of a team is a whole lot of people doing what I tell them to do.”

Identify Stumbling Blocks of Status-Seekers

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- **Attention**

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- **Isolation**
- **Perfection**

“This is the very perfection of a man, to find out his own imperfections.”
—Saint Augustine

“The thing that is really hard—and really amazing—is giving up on being perfect and beginning the work of becoming yourself.”

Identify Stumbling Blocks of Status-Seekers

- **Attention**
- **Isolation**
- **Perfection**
- **Consolidation**

“You can accomplish anything in the world as long as you don’t care who gets the credit.”

- **Identify Stumbling Blocks of Status-Seekers**
- **Magnify the Stepping Stones of Service**

How to be a “highly cooperative” person:

³Do nothing from selfishness or empty conceit, but with humility of mind regard one another as more important than yourselves; ⁴do not merely look out for your own personal interests, but also for the interests of others. ⁵Have this attitude in yourselves which was also in Christ Jesus... —Philippians 2:3-5 NASV

How to be a
“highly cooperative” person:

Sift your motives

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“If a team is to reach its potential,
each player must be willing to
subordinate his personal goals to
the good of the team.”

—Bud Wilkinson

How to be a
“highly cooperative” person:

Sift your motives

Embrace humility

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V
E

“God sends no one away
but those who are full of
themselves.” —D.L. Moody