INTRODUCTION

Leadership is

Law of Influence

The true measure of leadership is influence — Nothing more, nothing less.

Law of E. F. Hutton

When the real leader speaks, people listen.

— The 21 Irrefutable Laws of Leadership

Increasing your influence = Increasing your

There have been meetings of only a moment, which have left impressions for life, for eternity. No one can understand that mysterious thing we call influence...

yet...everyone of us continually exerts influence, either to heal, to bless, to leave marks of beauty; or to wound, to hurt, to poison, to stain other lives.

— J.R. Miller, The Building of Character
GOALS OF THIS TRAINING

1. Help you better _____ influence.

2. Help you _____ your influence with others.

YOUR INFLUENCE INVENTORY

Q. #1: ________ do I influence?

Principle: As a leader, I attract who I am, not who I _____.

List the top 3 characteristics of a person you want on your team.

1) ________

2) ________

3) ________

I would never belong to an organization that would have me as a member.

— WOODY ALLEN
LEADERSHIP IS INFLUENCE...
NOTHING MORE, NOTHING LESS.
— JOHN C. MAXWELL

Do I influence... (Circle one in each couplet)

Leaders or Followers

Thinkers or Doers

Big Picture or Little Picture People

Self-Centered or Other Centered People

Positive or Negative People

Insecure or Secure People

Successful or Unsuccessful People

Casual or Passionate People

Givers or Takers

Eagles or Turkeys
Q. #2 ____________ do I influence others?

Principle: How I influence people will determine how ____________, how ____________, and how ____________ I influence them.

Methods of influence — from worst to best

1. ____________— There is no choice in the decision.

2. ____________— "My way or the highway."

3. ____________— There's a winner and a loser.

4. ____________— We follow because we have to.

5. ____________— We both win something.

6. ____________— We follow because we want to.

7. ____________— We follow because of the request and respect for the influencer.
Q.43 How __________ do I influence?

Principle: As a leader, the __________ of people who follow, is based on my level of influence.

Note: Everyone influences __________.

Few people influence a __________ of people.

Your Leadership Potential

Your Leadership Level

The difference between these two lines is determined by our...

1) __________

2) Willingness to __________

3) Desire to __________
Q.4 ——— do I influence others?

Principle: Our value and significance rises when we influence others at a time when it is needed ———

There comes a special moment in everyone's life, a moment for which that person was born. That special opportunity, when he seizes it, will fulfill his mission — a mission for which he is uniquely qualified. In that moment, he finds greatness. It is his finest hour.

— Winston Churchill

Napoleon understood this reality as well. He once said: "I have noticed in every campaign that I have fought — that there is a key segment of time, somewhere between 13 and 15 minutes in which the battle is won or lost. I focus on that segment of time, and I win."

Leaders are ———

They sense...

1) ——— Moments

2) ——— Places

3) ——— Times

Breakthroughs occur in people and organizations when they...

——— enough that they have to change.

——— enough that they want to change.

——— enough that they are able to change.
Q.5 _______ do I influence others?

Principle: _______ you do something will ultimately determine _______ you do.

Right motives are crucial to people because leadership functions on the basis of _______.

Questioning your motive is different than questioning your character. Motives are usually attached to specific situations and are often short in duration. Character, however, is connected to the heart, and is with you in all situations. Therefore, you can have a temporarily flawed motive and still a solid character.

Continual wrong motives is a result of bad _______.
Q. #6: How do I influence others?

Too often, people feel that they cannot influence others because they do not have a leadership position.

Remember, the position doesn't make the leader...

*the leader makes the position!*

Leadership mistakes often made by people in the middle of the pack

1. If I'm not on ____________, I can't lead.

   Leadership is ____________, not ____________.

2. When I get to the top, ____________ I will learn to lead.

   You will be tomorrow what you are preparing for today.

3. If I were on the top, ____________ would follow.

   If people don't follow you now, they won't follow you then.

4. When I get to the top, I will be able to do ____________

   *The higher you go, the less options you have.*

   ![Diagram of options decreasing with height]
1. Leadership is

\[ \text{The very essence of all power to influence lies in getting the other person to participate.} \]

\[ \text{— Harry A. Overstreet} \]

\[ \text{A Leader's Prayer} \]

God, when I am wrong, make me willing to change.
When I am right, make me easy to live with.
So strengthen me that the power of my influence
Will far exceed the authority of my position.

\[ \text{— Pauline H. Peters} \]

2. Our influence with others is usually not in

\[ \text{Anytime you think you have influence,}
\text{try ordering around someone else's dog.} \]

\[ \text{— The Cockle Bur} \]
3. With influence comes ———— ——

There are people whose well-being and destiny are within a leader's influence.

A leader cannot escape that fact.

Too many leaders want the ———— of leadership without paying the ———— of leadership.

4. My influence with others is either ———— or ————

My Influence

My life shall touch a dozen lives before this day is done,

Leave countless marks for good or ill ere sets the evening sun,

This is the wish I always wish, the prayer I always pray.

God, may my life help other lives it touches by the way.

5. Our influence can ———— ————

6. People of positive influence ———— to others.

A life isn't significant except for its influence on our lives.

— Jackie Robinson
We add value to people when...

1. We truly ___________ people.

2. We ___________ and ___________ to what they value.

3. We make ourselves ___________.

4. We do the things that ___________ values.

Write the name of a person you want to influence ___________