Enlarges People
Becoming a Person of Influence

An Influencer...

Q. How do you grow an organization?

Q. How do you grow people?

Success is...

____ Your purpose in life.

____ To your maximum potential.

____ Seeds that benefit others.

— Your Road Map for Success

There is no more noble occupation in the world than to assist another human being—
to help someone succeed.

— Alan Loy McGinnis

You'll always have everything in life that you want IF you help enough people get what they want.

— Zig Ziglar
Navigates for People
Becoming a Person of Influence

An Influencer...

7. N              ______________ for people

The leadership surveys of Warren Bennis and Burt Nanus spell it out in black and white: “What we have found is that the higher the rank, the more interpersonal and human the undertaking. Our top executives spend roughly 90 percent of their time concerned with the messiness of people problems.”

There are those who...

- can see the problem ahead and ______________ it.
- can experience the problem and ______________ it, and
- cannot see the problem or fix it and they are ______________.

A leader is one who sees ______________ than others see.

A leader is one who sees ______________ than others see.

A leader is one who sees ______________ than others see.

Law of Navigation —

The Law of Navigation — “Anyone can steer a ship but it takes a leader to chart the course.”

The 21 Irrefutable Laws of Leadership
Navigating for others means...

1) ____________ — Been there — done that!

2) ____________ — Been there — done that successfully!

3) ____________ — I'm willing to take others on the trip.

4) ____________ — Encouraging — Honest — Continual

5) ____________ — We go together — We help each other.

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*The man who goes alone can start the day.*

*But he who travels with another must wait until the other is ready.*

— *Henry David Thoreau*

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An Influencer...

8. C __________ with people

_________________ + __________________ = Connection

Why people connect when they communicate

1. __________ — People listen because of who you know.

2. __________ — People listen because of what you have suffered.

3. __________ — People listen because of what you know.

4. __________ — People listen because of what you have achieved.

5. __________ — People listen because of what you are able to do.

6. __________ — People listen because of what you sense.

7. __________ — People listen because of your integrity.

8. __________ — People listen because of your heart.

9. __________ — People listen because you identify with their needs.

10. __________ — People listen because of your passion.
How to connect with people

1) Go to ________________.

Connecting with people means... Finding their agenda first.

2) Communicate from the ________________.

You've got to love like you'll never get hurt. You've got to dance like there's nobody watching. You've got to come from the heart if you want it to work.

— Susanna Clarke, writer

3) Find the ________________ to their life.

Every person has a key to their life. When you find it, ask permission to turn it on... then turn it with integrity.