SESSION A

An Influencer...

9. Empower others

Through these doors pass ordinary people on their way to accomplishing extraordinary things.
— Sign at Walmart Headquarters

Questions to ask before you empower others

1. Do I believe in people and feel that they are my organization's most appreciable asset?

2. Do I believe that empowering others can accomplish more than individual achievement?

3. Do I actively search for potential leaders to empower?

4. Would I be willing to raise others to a level higher than my own level of leadership?

5. Would I be willing to invest time developing people who have leadership potential?

6. Would I be willing to let others get credit for what I taught them?

7. Do I allow others freedom of personality and process, or do I have to be in control?

8. Would I be willing to publicly give my authority and influence to potential leaders?

9. Would I be willing to let others work me out of a job?

10. Would I be willing to hand the leadership baton to the people I empower and truly root for them?
Empowerment decisions I made concerning an assistant:

1) I determined not to know __________________________.

2) I determined not to know everything __________________________.

3) I determined not to become the __________________________ source of communication.

4) I determined to let someone else __________________________.

5) I determined to stay with my __________________________.

Empowerment means:

1) __________________________ the potential of the individual and the proper fit for the job.

2) __________________________ words that encourage, equip, and empower that person.

3) __________________________ your knowledge, experience and influence with them.

4) __________________________ to others your belief in and power given to that person.
An Influencer...

10. R________________ others

No matter how much work you can do, no matter how engaging your personality may be, you will not advance far in business if you cannot work through others.

— John Craig

85% of the leaders attract __________________

10% of the leaders attract __________________

5% of the leaders reproduce __________________

How can I reproduce other leaders?

1. __________________ good leadership.

2. Provide leadership __________________

3. Provide leadership __________________

4. Provide leadership __________________

5. Create a ____________________________
A growth environment is a place where:

1) Others are ________________ of you.

2) You are still ________________

3) Your focus is ________________

4) The atmosphere is ________________

5) You are out of your ________________ zone.

6) You wake up ________________

7) ________________ is not feared.

8) Others are ________________

9) There is willingness to ________________

10) ________________ is modeled and expected.