



BRING EMOTION TO THE TOPIC

You don't really get others listening unless you bring some emotion to the topic.

BRINGS MORE POWER TO YOUR WORDS

When we do what we say, our say gains more power.

CREATED IN DIFFERENT WAYS

All successful people have used their unique strengths to power their influence.

GROW YOUR INFLUENCE

Leadership is influence, so grow more leaders around you to grow your influence.

STEP UP TO LIFT OTHERS UP

The more you step up yourself, the higher you can lift the people around you.

CONSISTENCY GETS NOTICED

Be consistent and follow-through on what you say...you will get noticed.

VIEW FROM THE OTHER SIDE

Gain more influence by seeing their view first before you say anything.

RAISE YOUR OWN BAR

Take leadership of your expectations before others place expectations on you.

CONTROL OVER YOUR DESTINY

Success is defined in many ways. Success = having control over your destiny.

BECOME MEMORABLE

Unless you have encouraged others to think or feel, you won't be memorable.

MAKE A PROMISE AND DELIVER

Build credibility faster with others when you make a promise to them and deliver.

PROBLEM SOLVERS

Don't wait for others to change...change first and influence change in others.

PREPARATION CAPTURES ATTENTION

Set a goal to be prepared and your reputation will always be at a high level.

THERE ARE ALWAYS MULTIPLE WAYS

You are always multiple ways to make it happen, and power is having options.

DON'T BE AFRAID TO BE DIFFERENT

Be brave and be different in order to stand out and be successful.



MANAGE YOUR BRAND (REPUTATION)

Our brand is shown by how we behave in relationships and honor commitments.

ONE WHO MAKES THINGS HAPPEN

A great reputation to have: "the one who makes things happen" (achievement).

EXPLOIT YOUR UNIQUE ABILITIES

Those who discover their unique abilities and put them to use, are successful.

ENCOURAGE VERSUS THREATEN

Both can work, but only encouragement works for the long-term.

MASTERS OF PEOPLE SKILLS

As people skills grow, so do opportunities to influence and drive more change.

BOTH DECISIVE AND CONSULTATIVE

Know when to be decisive and when to be consultative in leading achievement.

YOUR OWN ADVOCATE

The person who thinks about you the most is you. Be your own advocate.

AWARENESS ENABLES ADAPTABILITY

Influence grows as you become more aware of your own thinking and behavior.

ANOTHER LEVEL OF PERFORMANCE

Very often the next level of performance is gained by creating a new daily habit.

POWER IN MENTAL REHEARSALS

Mental rehearsals are often a preview to the level of performance you will achieve.

HELP OTHERS SHINE

Great leaders don't make everyone about them...they make it about their people.

COMES FROM A LACK OF BELIEF

Skill is important, but invest just as much effort in growing your belief.

KNOW YOUR RESPONSE AHEAD OF TIME

Anticipate and prep your responses to issues and have more control in meetings.

PUT ENERGY BEHIND YOUR STRENGTHS

Your strengths drive your success...grow your strengths to grow your success.

CREATE A PARTNERSHIP MINDSET

With a partnership mindset, you will continually look for the win/win with others.



AHEAD OF THE LEARNING CURVE

Your own self-development puts you ahead of others on the learning curve.

SUSPEND YOUR SELF-INTEREST

Self-interest drives us, but can also be our biggest problem in influencing others.

BELIEVE THAT YOU DESERVE IT

When you begin to believe you deserve it, your success gets its biggest boost.

GO BEYOND THE REASONABLE

To make a big impact, we need to go beyond the reasonable...to stretch.

PAY ATTENTION TO THE CONTEXT

Context frames the right action...pay attention to the context your boss provides.

EXPECTATIONS DRIVE EXPERIENCES

The quality of your experiences is driven by the quality of your expectations.

UNDERSTAND THE VALUE YOU BRING

Understand your value and you find ways to bring more of it to what you do.

PRIDE'S POWER GOES BOTH WAYS

Pride's power goes both ways...to ego and lone ranger or humility and team spirit.

CONSISTENT WITH THE MESSAGE

For your message to be powerful, it has to be consistent with your character.

TAKE A STAND...STANDS OUT

To stand out, you need to take a stand and not wait around to follow others.

PROMISE DELIVERED

Every promise delivered is building your credibility stronger each day.

GAIN CLARITY AND GAIN INFLUENCE

Think about...if something is not clear, is something good or bad happening.

EVERYONE PROVIDES AN EXAMPLE

Your behaviors are always providing an example to someone, either good or bad.

FIND A WAY TO REACH HIGHER

When you find a way to reach higher you will use more of your potential.

MAKE OTHERS YOUR ADVISORS

Constantly seek out the advice of others who are further down your path.



CONSISTENT WITH YOUR PRINCIPLES

Behaviors need to be consistent with principles or they come inconsistent too.

LEADERS ARE MOTIVATIONAL EXPERTS

The best leaders are really motivational experts...as it fuels their influence.

DRIVER'S SEAT OF INFLUENCE

You are in the driver's seat of influence when others are talking more than you.

STRENGTH IN BEING VULNERABLE

There is a strength in being vulnerable, and that often impresses others.

ANTICIPATE THE EXPERIENCE

When you anticipate what could happen you better prepare for it.

WHO SHOULD LOOK IMPORTANT?

In leadership, it is more important for your people to look important than you.

LET THE EXAMPLE PROVIDE ITSELF

Your own behaviors will say more to your people than your words will ever say.