



### **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.