

Leadership is Influence

LEADERSHIP MYTHS



Position Myth
Your title makes you a leader



Knowledge Myth
Knowledge makes you a leader



Management Myth
Systems and processes makes you a leader

Leadership is influence; Nothing more,
nothing less. — John C Maxwell



LEADERS CARE ABOUT OTHERS

No matter how busy you are, you must take time to make the other person feel important.
– Mary Kay Ash



Give a CRAP!

- Celebrate their achievements
- Recognize their efforts
- Appreciate their attitude
- Praise their qualities

CRAP Guidelines:

- Believe it – You have to believe the CRAP you give
- Personalize it – Make it personal and individualized to each person
- Schedule it – Put your CRAP into your calendar and don't move it



Scan to get 100 Days of CRAP for free



LEADERS CONNECT BEFORE THEY LEAD

If there is any one secret to success, it lies in the ability to get the other person's point of view and see things from that person's angle as well as from your own. **Henry Ford**



Stop Asking DUMB Questions

- DUMB stands for Don't Use My Brain.
- DUMB questions keep you at a superficial degree of connection.
- To go deeper, ask open-ended questions or smart questions.

Smart Questions

Dream about

- If you had all the time in the world, what would you spend it doing?
- What are you working for?
- If you won the lottery, what would you do?
- When you die, what do you want people to say about you?
- What are you looking forward to in life/at work/over the next 5 years?

Sing about

- What is the best thing about your day so far?
- What do you most like about your work?
- What's good bro?
- What are you proud of at work/in your personal life/with your family?
- What's going well?
- What do you buy more of than anyone else?
- What's your story?

Cry about

- What gets you frustrated?
- If you had a magic wand, what would you use it for?
- What do you worry most about?
- If you were the boss, what would you do differently?
- If you could change one thing in your life, what would you change?
- What's your biggest pet peeve?





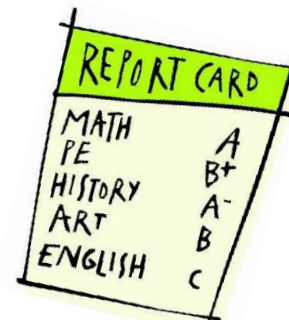
LEADERS COLLABORATE ON GROWTH

"I can do what you can't do, and you can do what I can't do and together we can do great things!" Mother Theresa



Give to Get

- When you focus on weaknesses, the best you can expect is average
- There is no limit when you focus on what other people want
 - *Who do you want to influence? Why?*
 - *What do they want?*
 - *How can you help them get what they want?*



Honor the Absent

Honoring the Absent: Speaking well of those who are not present.
Dishonoring the Absent: Speaking negatively of those who are not present.



Say "Ouch"



Use the 24-hour rule



Practice the 2-out-of-3 Rule:

- (1) Say someone's name.
- (2) Say something negative.
- (3) Say it to someone else.





LEADERS SHOW COURAGE

“We call them leaders because they go first, because they take the risk before anybody else does.” Simon Sinek



Use the 5-Second Rule

- When you have an impression to make an impact on someone, count backwards from 5 and physically get up and take action! 5...4...3...2...1...blastoff!

THE FOUR COMPONENTS OF INFLUENCE



Leaders have
a heart that
CARES

Leaders use
their heads to
CONNECT

Leaders have
hands to
COLLABORATE

Leaders use
their feet to show
COURAGE

What are 2-3 specific actions you can take to increase your impact through your influence?

*Scan the QR code to connect with Jason on his socials,
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