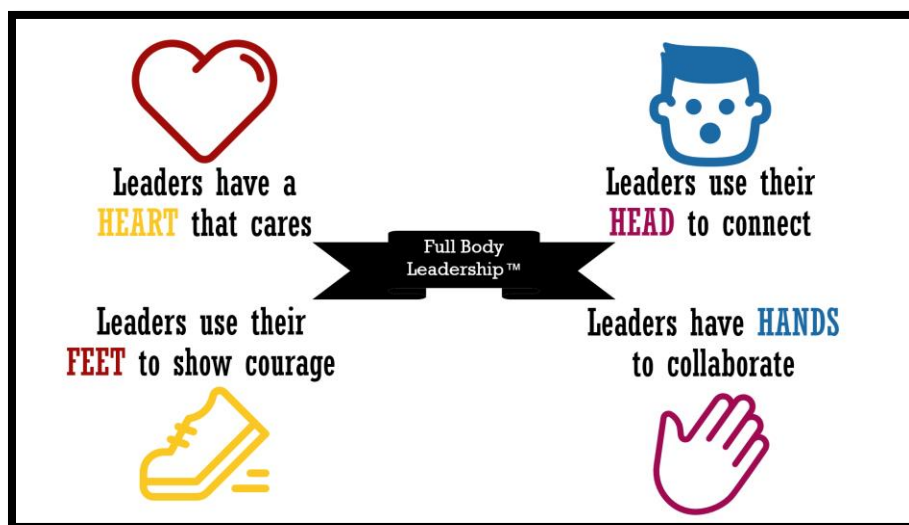


# Leadership is Influence

## LEADERSHIP MYTHS

- Position myth – Belief that if you have a title or hold a position, you are a leader.
- Knowledge myth – Belief that as you increase in knowledge you increase in leadership.
- Management myth – Belief that maintaining systems and processes is good leadership.



## LEADERS CARE ABOUT THEIR EMPLOYEES

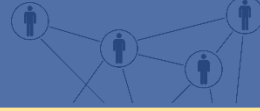
*"Nobody cares how much you know until they know how much you care."* Teddy Roosevelt

### #1 Give a CRAP!

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

### CRAP Guidelines:

- Sincere – You have to mean it!
- Timely – The closer to the event the better.
- Specific – "Good job" doesn't cut it.
- Personal – What does it mean to you?
- Future focused – How does it help the team/organization?



## 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*



### #2 Permit the Pause

- Remove distractions
- Listen without judgement
- Allow 3 seconds to pass before you respond

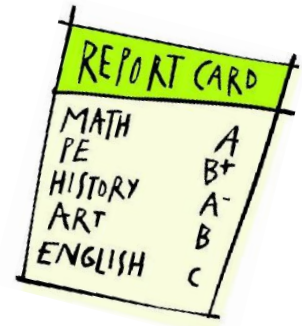


## LEADERS COLLABORATE WITH OTHERS

*"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*

### #3 Strengthen the Strengths

- In your weak area, the best you can become is average
- A strength makes you more energized and confident



## LEADERS SHOW COURAGE

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

### #4 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**

What will you start doing to become more of a person of influence?

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