

# 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



The 5 Languages of Appreciation					
Language	Words of Affirmation	Quality Time	Acts of Service	Tangible Gifts	Appropriate Physical Touch
<b>Definition</b>	Using words to communicate a positive message to someone.	Giving a person your focused time.	Assisting in getting a task done.	A thoughtful item that you give.	Human to human touch.
<b>Example</b>	“I really admire your optimism.” “Thanks for working so hard on this.”	Go to lunch together, take a walking break, do something outside of work, check in with during work.	Stay after hours to help, offer to do part of someone’s work, purchase something to make one’s work more efficient.	Chocolate, favorite coffee, a small interest-related gift.	A high five, fist bump, slap on the back, or a handshake.

\*Borrowed from Dr Chapman & Dr White *The Five Languages of Appreciation*

**When will you schedule your CRAP? What will it look like?**



## 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.

**How can you be a better connector?**

## 10 Smart Questions

- 1- What do you dream about, sing about, and cry about?
- 2- If you could do the weekend over, what would you do differently?
- 3- What is the best thing about your job?
- 4- If you had all the time in the world, what would you spend it doing?
- 5- What's your story?
- 6- Why do you keep coming to work?
- 7- What do you buy more of than anyone else?
- 8- What's your biggest pet peeve?
- 9- What topic could you give a 20-minute presentation on with little preparation?
- 10- Who has had the most significant impact on you?



### LEADERS COLLABORATE ON GROWTH

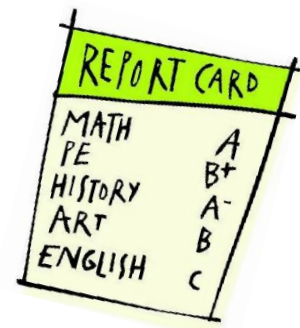
*"I can do what you can't do, and you can do what I can't do and together we can do great things!"* Mother Theresa



#### **Strengthen the Strengths**

- When you focus on weaknesses, the best you can expect is average
- There is no limit when you focus on strengths

**How can you find the strengths?**





## 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?**

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