



LEADERSHIP CAN BE TAUGHT

Leadership is not an exclusive club for those who were born in it.

The traits and qualities of great leadership can be taught, learned and developed. When you link these qualities and skills, along with an intense burning desire to make a difference in the world, nothing can keep you from becoming a great leader.

When you were a kid, what did you dream about becoming when you grew up?

Did you dream about becoming a famous actor or a singer?

Maybe you wanted to become an Olympic athlete or one of the wealthiest people in the world.

Some people are already pursuing their dreams and desires, while others may have lost sight of their dreams and need to re-create the clarity they once had. No matter how successful you've already become, you should still have dreams and goals that are waiting to be fulfilled.

One key objective of this training is to help you clarify your dreams and desires, then to set some positive and powerful goals to help you realize your true potential as a leader.

Most people ask: "What just happened?" Leaders decide in advance and then make things happen!

Great leaders are always those that are willing to lead by example with the _____ for _____.

The higher you want to climb, the more you need to develop your potential as a leader. The greater impact you want to have on others, the greater your influence needs to be.

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LAW OF INFLUENCE:

The true Measure of Leadership Is Influence ~ Nothing More, Nothing Less.

There are just as many ways to describe success, as is there ways to describe leadership...here are the definitions we use the most.

“Success is the _____ of a _____ worthwhile goal or objective.”

“In one word, leadership is _____!”

There’s an old leadership proverb:

“One who thinks he leads, but has no followers, is only taking a walk.”

If you don’t have influence, you will *never* be able to lead others.

Name some people that have *influenced* you.

Name some people that *you influence*.



FOUR STAGES OF INFLUENCE

1. _____
2. _____
3. _____
4. _____

Stage 1: Modeling- People are first influenced by what they see.

If you've been around children much, you've probably observed this already. No matter what you *tell* a child, their natural inclination is to follow what they *see you doing*.

For most people, if they perceive that you are positive and trustworthy and have admirable qualities, then they will seek you as an influencer in their lives. The better they get to know you, the greater your credibility will be and the more they accept your influence...if they like what they see.

When you meet someone you don't know, at first, you have little to no influence at all. If someone they like and trust introduces you to them and gives you an endorsement, you may temporarily *borrow* some of that person's influence.

They will assume you are credible based on that person's influence and endorsement. Once they get to know you and observe you, you will either strengthen or weaken their impression and therefore, your ability to influence them.

Stage 2: Motivating- Modeling is a powerful influencer and it can be done without personal introduction or contact.

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Sport celebrities and movie stars have a lot of influence on people, some positive and some negative.

However, if you genuinely want to make a significant impact on the lives of other people, you have to do it with some “face-to-face” time. You become a motivational influencer when you encourage people and communicate with them on an emotional level.

This process does two things: First, it builds a bridge of trust and likeability between you and them. Second, it builds up their confidence and sense of self worth. When people feel good about you and themselves whenever they are with you, then your level of influence increases significantly.

We all have people in our lives that bring out our best side, and, we also have people in our lives that bring out our worst side. Our goal is to be that person that brings out the best in ourselves and others.

Stage 3: Mentoring- When you reach the motivational level of influence with others, you can start to see positive impact in their lives.

It's truly a great feeling, however, to increase your impact and make it long lasting, you must move up to the next level of influencing, which is mentoring.

Mentoring is the process of caring and sharing about others and helping them reach their potential. The power of mentoring is so strong that you can see the lives of the people you are influencing, change before your eyes. As you give of yourself, your knowledge and experience will help them to overcome obstacles in their lives.

You'll be showing them how to grow personally, as well as professionally. You'll be helping them to achieve a whole new level of living and you will truly be making a difference in their lives.

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Stage 4: Multiplying- The highest level of influence you can have in others' lives is the multiplication level.

As a multiplying influencer, you help people that you're influencing to become positive influencers in the lives of others. And, to pass on not only what they received from you, but also what they learned and experienced on their own.

Few people will ever reach this level of influence, but everyone has the potential to do so. It takes unselfishness, generosity and commitment. It also takes time. To move further up in the stages of influence with people, you'll need to give them more individual attention.

You can be a model to the masses, but to go to the higher levels of influence, you must work with individuals.

