



BECOMING A MODEL OF EXCELLENCE

The Martial Arts is a perfect environment for the development of leadership skills. It has a built-in ranking system, as well as opportunities to earn titles and positions that empower people to lead others. Most of us have been blessed with great examples of what we call _____ of _____.

Always remember, the title and position doesn't make the _____, the leader makes the _____ and _____.

People will always _____ and _____ the person, far greater than they will respect and admire the title or position.

Three areas we can all improve immediately to increase our influence and improve our image as a leader in the Martial Arts.

1. _____ 2. _____ 3. _____

"You can have everything in life you want, if you help enough other people get what they want!"

- Zig Ziglar

Increase your influence = Increase your _____.

If we truly want to become great leaders and influence others in a positive way, we must work on improving ourselves everyday. The more we *know*, the more we'll *grow*. The more we *learn*, the more we'll *earn*.

Readers don't always make great _____ however, to become a great leader, you must become a _____.



THE LEARNING PRINCIPLE

Each Person We Meet Has The Potential To Teach Us Something.

What's your attitude toward learning?

The truth is that all of us, can learn things in unlikely places, and from unlikely people. Everybody has something to share, something to teach us. But, that is only true if we have the right attitude toward learning and people.

What kind of attitude do you have when it comes to learning from others? Most people will fall into one of the categories described in the following statements:

No One Can Teach Me Anything=>_____

Have you ever been around someone who is highly educated but they don't want to hear the opinion or ideas of anyone else? They love listening to themselves talk. Some people actually think they know it all!

Some people just don't realize how a closed minded and arrogant attitude can hurt themselves. The reality is that no one is too old, too smart, too experienced to learn something new. The only thing that stops any of us from being able to constantly learn and improve, is the wrong attitude.

Someone Can Teach Me Everything=>_____

People who realize they have room to grow will often seek a mentor. That's usually a good thing, provided you don't fall into the trap of thinking that *one* mentor can teach you everything.

Most of us would do well to seek as *many* good mentors as we can find.

S.W.A.T.

Special Winning Attitude Team

There are many people that I look up to as models and motivators, there are a few that I have had the good fortune to have them directly coach and mentor me. It has allowed me to learn from their vast experience and knowledge, while accelerating my progress.

Everyone Can Teach Me Something=> _____

The person with the most teachable attitude is likely to learn the most. Every person has something to share, an observation, a lesson learned, a life experience. We just need to be willing to listen and learn.

Not everyone *will* teach you something, but everyone *can* teach you something, if you let them.

When the tree stops growing...it begins to die!

-Ancient Proverb

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**MAXIMUM \_\_\_\_\_ = MAXIMUM \_\_\_\_\_ !**

If you have a teachable attitude, or you are willing to adopt one, you will be well positioned to learn the most you can from others.

**Here are a few suggestions to maximize your ability to learn:**

- **Be Passionate About Learning and Growing**

If you truly want to keep growing, you cannot sit back in a comfort zone. You need to make learning your goal. If you make it your passion, you will never run out of gas mentally, and your motivation will be strong.

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- **Value People**

People don't learn well from people they don't value. If you truly value people, you'll be able to learn from everyone. Younger, older, more experienced and the less experienced. The greatest asset of any dojo, or any successful business for that matter, is people.

- **Develop Relationships with Growth Potential**

It's true that everyone has *something* to teach us, that doesn't mean that anyone can teach us *everything* we want to learn. There will always be people in our lives we should spend *more* time with, and there will be people we should spend *less* time with. The people we associate with the most, will rub off on us the most. Learning and growing is often the reward for spending time with remarkable people.

- **Identify People's Uniqueness and Strengths**

We all have unique qualities and strengths that are part of our natural make-up. These areas will be the areas that we all learn and grow the most. By the same token, we can surround ourselves with people that have strengths that can compliment our own.

- **Ask Questions and Listen Carefully**

Whenever we meet someone new, we are exposed to new learning. About them, their family and their experiences in life. It's been said that we have *one* mouth and *two* ears. The good lord built us that way to encourage us to listen twice as much as we talk. That's truly the best ration to maximize your learning and growing.

**The mind is like a parachute...it works best when open.**

# **S.W.A.T.**

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**An \_\_\_\_\_ mind, is a \_\_\_\_\_ mind.**

***When the student is ready, the teacher will appear.***

## **YOUR INFLUENCE INVENTORY**

**#1: \_\_\_\_\_ do I influence?**

**As a leader, I attract who I am, not who I \_\_\_\_\_.**

**List the top 3 characteristics of a person you want on your team or in your life more.**

**1) \_\_\_\_\_**

**2) \_\_\_\_\_**

**3) \_\_\_\_\_**

**#2: \_\_\_\_\_ do I influence others?**

Principle: How I influence people will determine how \_\_\_\_\_, how \_\_\_\_\_, and how \_\_\_\_\_ I become at influencing them.



**Methods of Influence-from worst to best.**

1. \_\_\_\_\_ - **Do it or else.**
2. \_\_\_\_\_ - **“My way or the highway.”**
3. \_\_\_\_\_ - **There is a winner and a loser.**
4. \_\_\_\_\_ - **We follow because we have to.**
5. \_\_\_\_\_ - **We both win something.**
6. \_\_\_\_\_ - **We follow because we want to.**
7. \_\_\_\_\_ - **We respect and trust our leader.**

**#3: How \_\_\_\_\_ people do I influence?**

Principle: As a leader, the \_\_\_\_\_ of people I lead, is based on my level of \_\_\_\_\_.

**NOTE: Everyone influences \_\_\_\_\_.**

**A few people will influence a \_\_\_\_\_ of people.**

**#4: \_\_\_\_\_ do I influence others?**

Principle: Our value and significance increase when we influence others at a time they need it the \_\_\_\_\_.

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Great leaders have a high level of \_\_\_\_\_.

They can sense...

- 1) \_\_\_\_\_ moments.
- 2) \_\_\_\_\_ opportunities.
- 3) \_\_\_\_\_ times.

**#5: \_\_\_\_\_ do I influence others?**

**Principle: \_\_\_\_\_ you do something will ultimately determine \_\_\_\_\_ you can accomplish with others.**

**Right motives are crucial to maintaining a high-level of \_\_\_\_\_ in the relationships you have with people.**

**Wrong motives are a result of bad \_\_\_\_\_.**

**#6: \_\_\_\_\_ do I influence others?**

Too often, people feel they are not able to influence others because they don't have an official title or position of leadership.

**Remember: The position and title doesn't make the leader; the leader makes the position or title.**

**We all have the opportunity to influence people in and out of the \_\_\_\_\_.**

# **S.W.A.T.**

**Special Winning Attitude Team**

**Everywhere you go, in your \_\_\_\_\_ and in your \_\_\_\_\_ life, you can be a force for \_\_\_\_\_.**

***The very essence of all power to influence lies in getting the other person to eagerly participate.***

**– Harry Overstreet**

**Our influence with others is usually not in \_\_\_\_\_.**

**With influence comes \_\_\_\_\_.**

**Too many people want the \_\_\_\_\_ of leadership without paying the \_\_\_\_\_ of leadership.**

**Influence can be \_\_\_\_\_ or it can be \_\_\_\_\_.**

**People of positive influence \_\_\_\_\_ to others.**

**When you add value to others, you often help them to \_\_\_\_\_ their own \_\_\_\_\_.**

**One of the greatest joys of leadership is watching others \_\_\_\_\_ their \_\_\_\_\_ in life.**

**List a few people you'd like to help with your influence.**

\_\_\_\_\_

\_\_\_\_\_

***MOTIVATE ~ DEMONSTRATE ~ INSPIRE***