

Celebrating Life Coaching

INFLUENCER

Learn to Positively Impact the Lives of Others

PARTICIPANT WORKBOOK

www.coachsony.com

Based on the book by John C Maxwell

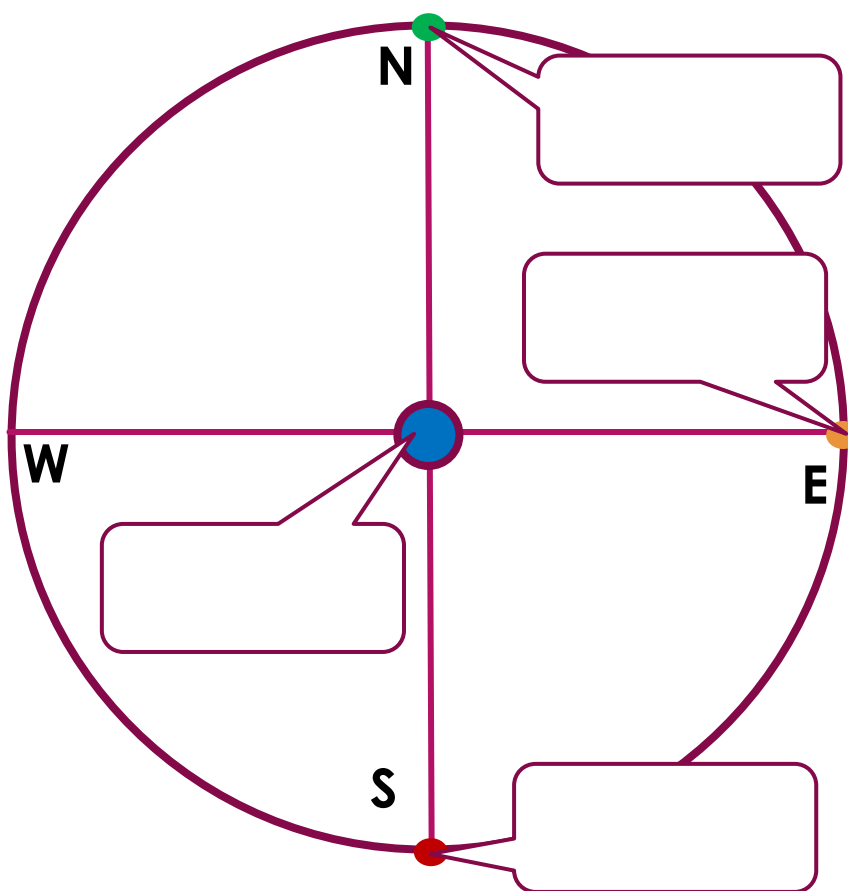
SESSION - 1

Leadership is _____

Law of Influence: *The true measure of leadership is influence—Nothing more, nothing less.*

Increasing your influence = Increasing your _____

Leadership Compass



Law of E. F. Hutton: When the real leader speaks, people listen.

“There have been meetings of only a moment, which have left impressions for life, for eternity. No one can understand that mysterious thing we call influence... yet... every one of us continually exerts influence, either to heal, to bless, to leave marks of beauty; or to wound, to hurt, to poison, to stain other lives.”
 — J.R. MILLER, *The Building of Character*

List the top 3 characteristics of a person you want on your team.

- 1) _____
- 2) _____
- 3) _____

Self-Reflection: Look at the above Characteristics and ask yourself how well do you display these characteristics? Ask yourself what can you do to improve them?

Question-1: _____ **do I influence?**

Principle: As a leader, I attract who I am, not who I _____.

Do I Influence... *(Circle one in each couplet)*

- Leaders OR Followers**
- Thinkers OR Doers**
- Big Picture People OR Little Picture People**
- Self-Centred People OR Other Centred People**
- Positive People OR Negative People**
- Insecure People OR Secure People**
- Successful People OR Unsuccessful People**
- Casual People OR Passionate People**
- Givers OR Takers**