

SESSION - 3**Q. #4: _____ do I influence others?**

Principle: Our _____ and _____ rises when we influence others at a time when it is needed _____.

"There comes a special moment in everyone's life, a moment for which that person was born. That special opportunity, when he seizes it, will fulfil his mission—a mission for which he is uniquely qualified. In that moment, he finds greatness. It is his finest hour."

—Winston Churchill

Leaders are _____ and they sense these three situations before exerting influence.

- 1) _____ Moments
- 2) _____ Places
- 3) _____ Times

Self-Reflection: How well do I read situations before I try to influence?

Breakthroughs occur in people and organizations when they...

- ❖ _____ enough that they have to change.
- ❖ _____ enough that they want to change.
- ❖ _____ enough that they are able to change.

Self-Reflection: When do I mostly change?

Q. #5: _____ do I influence others?

Principle: _____ you do something will ultimately determine _____ you do.

Questioning your motive is different than questioning your character. Motives are usually attached to specific situations and are often short in duration. Character, however, is connected to the heart, and is with you in all situations. Therefore, you can have a temporarily flawed motive and still a solid character.

Right motives are crucial to people because leadership functions on the basis of

_____ . Continual wrong motives is a result of bad _____.

Demonstrating the answers to these three questions will expand your influence.

1. Do you _____ about me?
2. Can you _____ me?
3. Can I _____ ?

Self-Reflection: What motivates you to influence other? (Really look into yourself, be as candid as you can with yourself... show no mercy!)

Q. #6: _____ do I influence others?

Principle: Too often, people feel that they cannot influence others because they do not have a _____ . Remember, the position doesn't make the leader, the _____ makes the position!

Leadership mistakes often made by people:

1. If I'm not on _____ , I can't lead.

Leadership is _____ , not _____ .

2. When I get to the top, _____ I will learn to lead.

You will be _____ what you are preparing for _____ .

3. If I were on the top, _____ would follow.

If people don't follow you _____ , they won't follow you _____ .

4. When I get to the top, I will be able to do _____ .

The higher you go the less option you have

Self-Reflection: How can I expand my influence in the position I am in my life right now?

