

Title: Becoming a Person of Influence

Target Audience: Front-Line and Mid-Level Leaders

Goal: How to Positively Impact the Lives of Others (at home, work, on the ball field and in church)

Description: If your life in any way connects with other people, you are an influencer. Whatever your vocation or aspiration is, you can increase your impact with Maxwell's simple, insightful ways to interact more positively with others. Watch your personal and organizational success go off the charts!

Becoming a person of influence, is all about who you are as a person and how you treat those around you. People can be influenced by all kinds of traits and personalities, but a true person of influence does so by meeting the needs of those people around them. Each focus area (there are 10) outlines a different function a person of influence has with those which they come into contact with. A person of influence:

1. Has Integrity with people
2. Nurtures other people
3. Has Faith in people
4. Listens to people
5. Understands people
6. Enlarges people
7. Navigates for other people
8. Connects with people
9. Empowers people
10. Reproduces other influencers