

Leadership: The Law of Influence

Monday, April 6, 2009 Call

- New Call numbers for all Live Mannatech Calls:
 - 800-846-4681 (U.S)
 - 888-938-3687 (Canada/International)
- Two webinars tonight:
 - 8:30 PM CST – “Economic Stimulus” – to register:
www2.gotomeeting.com/register/675877520
 - 9:00 p.m. CST -“Reshape yourself physically and financially in 2009” to register: www2.gotomeeting.com/register/988047746

1. First Law of Leadership is The Law of Influence
comes from Dr. John Maxwell’s, *The 21 Irrefutable Laws of Leadership*
Leadership is influence...nothing more nothing less
2. What gives people the ability to influence?
4 common traits that make people attractive to others:
 - a. Positive attitude and outlook
Leaders are built from inside out.
 - b. Encouraging
 - c. Relational skills, the ability to connect with others
 - d. Take an interest in others, place others at the top of their agenda

If you can teach people these 4 things, then add the mechanics of leadership (such as the ability to cast vision, ability to take initiative in your life), then you can create leaders.

3. Can you teach interpersonal relationship skills?
If you think not, then you can’t!
Gets back to whatever you think, you are right. If you think you can, you can and if you think you can’t, you can’t.
 - a. Start by looking at the things that keep a person from being relationally strong
i.e. a person who is selfish, selfishness is contrary to building deny relationships

- b. Look at the good in others and complement them
(remember the 7 laws of networking...One was the law of Appreciation)
Remember their name, etc. This is why you need a great follow up system for your prospects, so you can recall all the issues, the facts on their life, etc. Make it personal. Dale Carnegie once said the most important sound to a person's ear is their name.
4. Steps to learning how to have better people (relational) skills:
- a. As with most things, the first step to change is awareness that you need to change. Many people in leadership positions have poor relational skills. They think because they are "leaders" they are good with people. Wrong, you do not recognize this.
We all can use work on our people skills.
 - b. Second step is to find someone who is relationally strong as a model. The kind of person who walks in a room and everyone wants to be around them.
 - c. Third step is to observe that person's behavior and analyze what it is that makes that person have so much influence.
You will find a list of traits that probably include the 4 above.
 - d. Fourth step is to practice these traits one by one: spend one week working on one trait and in 3-4 months, you may go through them all.
You will notice a difference in your relationships!
5. Ten Traits of Inspirational Leadership (Ken Dunn in Networking Times)
- a. Be the best at your core task
 - b. Focus
 - c. Gravitational pull
 - d. Strong communication
 - e. Trust – give it, receive it
 - f. Serving others
 - g. Use mentors
 - h. Enduring adversity
 - i. Detailed multi-tasking
 - j. Live in the present

Be the Leader you are...and grow every day to be better. The world is counting on you!