

13 Characteristics of the Most Influential People ("YOU")

September 28, 2020

- Weekly Product and Business Meeting – Live October 3rd, 10 AM CT.
<https://zoom.us/j/215452258> or www.allaboutmannatech.com
- Next TNL, October 13th at 7:30 Pm CT www.allaboutmannatech.com
- Mannatech Made Simple – Oct 24 – Click here to Register:
<https://www.eventbrite.com/e/mannatech-made-simple-registration-116262691841>
- Have you checked out the Mannatech Makeover Money Challenge – check out the rules in the library
- The New Transformation Started Sept 21st... check out rules in the library

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While all influential people have differing traits, there are a certain few that show up frequently. These are ones we all can work on...

1. They aim to help others succeed.
 - a. We think of successful people as those we gravitate to. Wrong, they are people who train, empower, and create businesses and organizations that can run without them.
 - b. They gravitate energy outward instead of toward themselves.
2. They are charismatic
 - a. When they walk in the room, they light it up.
 - b. They do not follow societal norms as seen by their body language, tonality and presence.
3. They are world class communicators
 - a. While styles and methods may differ, they master the art of communication and personal persuasion.
 - b. Always look to be effectively driving their message as to influence people more effectively.
4. They are boldly confident.
 - a. Taking bold steps in achieving what most consider unattainable.
 - b. Examples are Steve Jobs, Elon Musk, etc.
5. They positively contribute to the world

- a. They not only are effective business people, but also contribute to the world in a significant way.
 - b. World problems are their problems as they add undeniable value through both their work and their contribution.
6. They are humble
 - a. They are aware of who helped them achieve and become who they became.
 - b. Quick to offer praise to those who came before them. They know they wouldn't be where they are without the help of others.
7. They are great listeners
 - a. Listen and silent have the exact same words in them.
 - b. Only 1% of our population are good listeners.
 - c. Do you listen to be right or determine they are wrong? Or do you listen to potentially challenge your thinking, come to a new understanding or engage that there are alternative possibilities?
8. They take responsibility for themselves
 - a. Whether win or lose, they always step into responsibility...never a search for scape goats.
 - b. "What did I learn"...looking to others to support better outcomes.
 - c. These types of leaders have true control over themselves.
9. They are knowledge seekers
 - a. Constantly reading books and advancing their knowledge.
 - b. Opening their eyes to everything around them, to fine tune their base of knowledge.
 - c. Commitment to be a thought leader and create impactful change. They bring out the best in others with ease based on use of their knowledge.
10. They think "outside the box."
 - a. Current thinking and methods are just a starting point, never a limitation.
 - b. "These people think differently."
 - c. The challenge isn't with coming up with new ideas, rather having the confidence to stand by them.
11. They are voracious readers
 - a. Always make time for reading at some point in their day.

- b. Tend to be great time managers so always setting time to grow through reading.
 - c. Learning new things and then applying them, testing them out for results.
12. They believe in their vision
- a. Stick to their guns and believe in their vision.
 - b. Critical to know when something is worth investing in.
 - c. No one can sway them, and they take time to truly plan out their vision.
13. They know how to adapt
- a. They can readily reposition themselves and their next step as they adapt to the environment.

Your Self Assessment : 1 = Least, 10 = Most

1. Dedication to help others succeed: 1 2 3 4 5 6 7 8 9 10
2. Charismatic: 1 2 3 4 5 6 7 8 9 10
3. World class communicators: 1 2 3 4 5 6 7 8 9 10
4. Boldly Confident: 1 2 3 4 5 6 7 8 9 10
5. Positively contribute to the world: 1 2 3 4 5 6 7 8 9 10
6. Humble: 1 2 3 4 5 6 7 8 9 10
7. Great Listener: 1 2 3 4 5 6 7 8 9 10
8. Take responsibility for themselves: 1 2 3 4 5 6 7 8 9 10
9. Knowledge seekers: 1 2 3 4 5 6 7 8 9 10
10. Think outside the box: 1 2 3 4 5 6 7 8 9 10
11. Voracious readers: 1 2 3 4 5 6 7 8 9 10
12. Believe in their vision: 1 2 3 4 5 6 7 8 9 10
13. Know how to adapt: 1 2 3 4 5 6 7 8 9 10

Begin to work on your attributes that have the lowest numbers...1-2 at a time.