

Think about the list of people that I am going to mention:

Bill Clinton, Adolf Hitler, John F. Kennedy, Arthur Coimbra, David Phelps, Tom Cruise, Dean Harris, Jeff Foote, Larry Bird, John Williams, Erny Peckham, Dennis Rodman, Roger Clemens, Mother Teresa, Alanis Morrisette, Billy Graham, Martin Luther King Jr., Gabriela Reese, Pele, Tom Brady, Mark Finley. Carlos Augusto Capaverde.

What do they all have in Common? They are not all famous. Some of them, you have never heard of before, but they all have something in common. They are all people of influence.

Everything you do \_\_\_\_\_, at \_\_\_\_\_, in \_\_\_\_\_, or on the \_\_\_\_\_ has an \_\_\_\_\_ on the lives of other people

If you desire to become successful or make a positive impact on your world, you need to become a person of influence. Without \_\_\_\_\_ there is \_\_\_\_\_. If your life in anyway connects with other people, you are an \_\_\_\_\_.

True or False      Influence is equal with all people.

People respond to one another according to their \_\_\_\_\_ of influence.

John Maxwell's book *Developing the Leader Within You* identifies five levels of leadership.

5. Personhood
4. People Development
3. Production
2. Permission
1. Position

Leadership is at its lowest when it is based on position only. As you begin to create a relationship with the people whom you work with they will allow you to lead them beyond their job descriptions. The result of leading beyond your job descriptions is productivity. You and your team will produce more as because of your relationship with your coworkers. It is interesting to see that the more you produce as a team; your peers will evidence a greater sense of accomplishment. When this happens its because you have helped them develop their talents and reach their potential. The last level, few people are able to achieve because it requires a person to spend a lifetime developing others to their highest potential.

1. \_\_\_\_\_

- a. People are first influenced by \_\_\_\_\_.
- b. You can be a model to the masses, but to go to the higher levels of influence, you have to work with individuals.

2. \_\_\_\_\_

- a. In order to gain more influence as a leader, we must work \_\_\_\_\_.
- b. You become a motivational influencer when you \_\_\_\_\_ people and \_\_\_\_\_ with them on an emotional level.
- c. This process does two things;
  - i. Creates a \_\_\_\_\_ between you and them.
  - ii. Builds up \_\_\_\_\_ and \_\_\_\_\_.
- d. When people feel good about you and good about themselves when you are around them, then your level of influence increases significantly.
  - i. Here are some suggestions on how to become a good motivator;
    - 1. Get excited about the \_\_\_\_\_ things instead of focusing on the \_\_\_\_\_.
    - 2. \_\_\_\_\_ – if you don't believe in people, they won't believe in you.
    - 3. \_\_\_\_\_ – the closer you are, the more your encouragements count.
    - 4. \_\_\_\_\_ – Model first what you would encourage others to do.
    - 5. Show people that \_\_\_\_\_ –  
Remember their names and ask them for help.

6. Give People a \_\_\_\_\_ – People rise up to your level of expectations.
7. \_\_\_\_\_ what you value – What gets rewarded gets done.
8. Hold more \_\_\_\_\_ – Acknowledging wins motivates people to keep trying.
9. Encourage \_\_\_\_\_ and \_\_\_\_\_ – People don't get down on what they're up on.
10. \_\_\_\_\_ – Many people will stretch to success if they are challenged.

William H. Ward put it this way, *“Flatter me, and I may not believe you. Criticize me, and I may not like you. Ignore me, and I may not forgive you. Encourage me, and I may not forget you.”*

3. \_\_\_\_\_
  - a. Making an impact in the lives of others is only the beginning. In order to make it long lasting, you must move up in the latter of influence.  
  
Mentoring means pouring your life into other people and helping them reach their potential.
    - i. 4 Things to remember about mentoring;
      1. *Most people* \_\_\_\_\_. In life, it is not what you are that holds you back; it's what you think you are not.

2. *Most people \_\_\_\_\_, people who believe in them.* When nobody is there to cheer you up everyday, you are likely to feel isolated and discouraged.
3. *Most people \_\_\_\_\_ when someone believes in them.* Most leaders spend time trying to get others to think highly of them, when instead they should try to get their people to think more highly of themselves.
4. *Most people will do \_\_\_\_\_ to embrace the leader's belief in them.* If other's look up to you, then reach down and lift them up.

4. \_\_\_\_\_

- a. This happens when;
  - i. you help people you are influencing to become \_\_\_\_\_ influencers in the lives of others and
  - ii. \_\_\_\_\_ on not only what they have received from you, but also
  - iii. what they have \_\_\_\_\_ and \_\_\_\_\_ on their own.
- b. This is the hardest level to achieve because very few people actually do achieve it. Nevertheless, everyone has the potential to do it.

I would like to point out that Jesus modeled these steps throughout His ministry, particularly in the story of the woman at the well in John.

1. Modeling – Took the initiative
2. Motivation – He encouraged and engaged in a conversation that led total surrender.
3. Mentoring – Jesus taught her about living a righteous life.
4. Multiplying –Others believed in Him not just because of the woman’s words, but also because Jesus taught them himself.

This is what Jesus had in mind when He commissioned you and me to serve Him. In Matt. 28:19-20 we are summoned to influence people to meet Jesus in the same manner that the Samaritan woman brought other people to meet Jesus.

As you move up to the higher levels of influence and become an active influencer, you can begin to have a positive influence on people and **add value to their lives.**

Information about this training came from the book *Becoming a Person of Influence* by John Maxwell.