



# character

a 52-week series about amplifying your  
management & leadership skillset

create

# Influence

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## Overview

If there was one thing I would share about management & leadership...

It would be about **influence**. If leadership is not what you do, but who you are. Then what about you promotes a sense of influence to others? How would you define your influence characteristics?

*“Leadership is not about titles, positions or flowcharts. It is about one life influencing another.”*

*John Maxwell*

### For the week...

- Reflect: Who has made an influence on your life? And why? Do they know that?
- Act: Ask your team to provide (anonymously) three things that you do well as leader and three things you could do better.
- And research “influence”: Invest time and energy into a source that identifies ways to impact your influence on others. In other words, look to influence your self before doing the same with others.

A tripping point can be some deep seeded feeling that to influence another may be interpreted as persuading, controlling or even forcing your opinion on another. What IS your intention? Is service behind your influence?



To learn more about this series, contact Kurt Reinhart.  
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