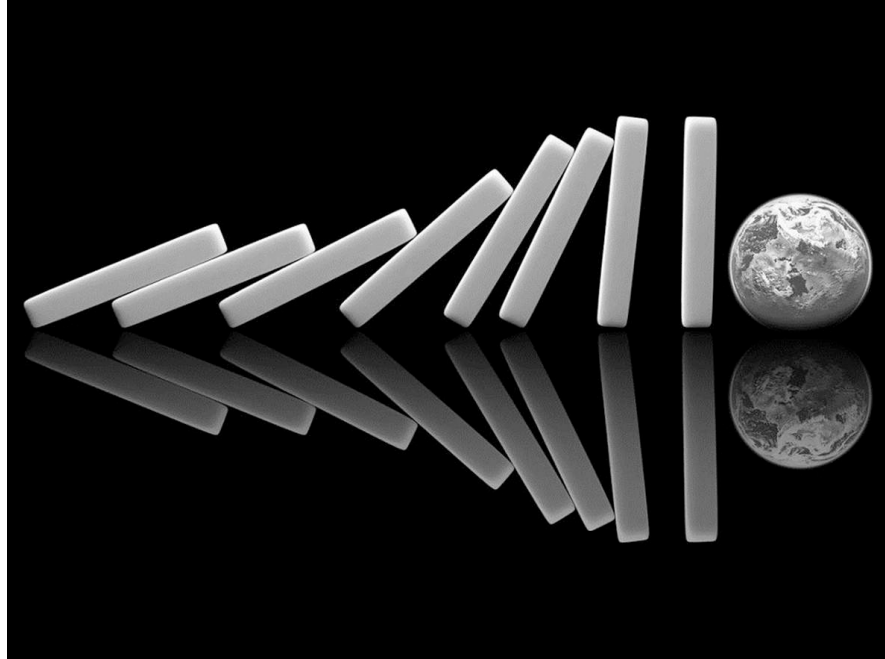


MINDSET MONTHLY

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Influence

Adapted from **Compilation of Leadership Quotes**

“Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others.”

Jack Welch

Coaches who have great enthusiasm for what they do influence greatly the rest of the team.

According to Scott Adams, a cartoonist, *“You don’t have to be a “person of influence” to be influential. In fact, the most influential people in my life are probably not even aware of the things they’ve taught me.”*

Patience and gentleness is power. The key to successful leadership today is influence, not authority. Leadership is influence.

According to Simon Sinek, *“No matter how visionary or how brilliant, a great idea or a great product isn’t worth much if no one buys it.”* Leaders influence their teams to act.

They are able to give them a sense of belonging and purpose that has little to do with any external incentive/benefit to be gained. Their teams respond not because they are swayed by these extrinsic rewards but because they are inspired via positive influence to the extent that they are willing to endure inconvenience and hardship.

Given this definition, not all leaders of companies influence. Some merely instruct. Instruction prompts short-term behavioural change and does not breed loyalty among team members.

The question for each person to ponder is not what he would do if he had the means, time, influence and educational advantages, but what he will do with the things that he already has. Our background and circumstances may have influenced who we are, but we are responsible for who we become.

We are in charge of our feelings, beliefs, and actions. While we cannot change other people, we can influence them through our own behaviours and actions. By being a role model of what we want to receive from others, we create more of what we want in our lives.

Be mindful that we can also adversely affect those around us. According to Byron Pulsifer, *“we can also adversely affect those around us whether we choose to act like arrogant and uncaring people, or think we know everything, or by setting unrealistic expectations, or by refusing to encourage others as if a positive remark would belittle our own status.”*

Influence. Let’s make the positive difference for people around us, one person at a time!

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