

# INFLUENCE

How to increase your influence? Is there a secret formula?

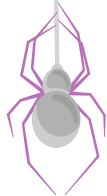
Our influence wanes when we let our **EGO** drive our decisions and actions.

When we grab **ATTENTION** for self-service, that attention does not serve any purpose but soothes our own sense of importance.

When we let **DELUSIONS** inform our reality, and we try to **CONTROL** the narrative, we close ourselves to the possibility of truth.

Our **CARELESS** actions and lack of **DISCIPLINE** are evident to everyone around us, no matter how good our intentions or how well we hide our weaknesses.

If we continue with these overextensions, the delicate threads of our web of influence may snap, putting the whole structure in jeopardy.



When we **CONNECT** with someone on an emotional level, and we **TRUST** them, we open the door for influence.

When we direct our **ATTENTION** towards something or someone, and we are transparent about our **INTENTION**, we increase our influence.

When we combine individual **EFFORT** with **COLLABORATION** on a shared goal, we amplify our influence on the outcome.

When we project **HUMILITY** and **VULNERABILITY**, we build credibility and that increases our influence.

CONNECTION + TRUST = +ive influence

ATTENTION + INTENT = ↑influence

EFFORT + COLLABORATION = ↑influence

HUMILITY + VULNERABILITY = ↑influence

EGO + ATTENTION = -ive influence

CARELESSNESS - DISCIPLINE = ↓influence

DELUSION + CONTROL = ↓influence

## REFLECTION PROMPTS:

- Who or what influences me? Is it a positive influence or a negative trigger?
- How do I build my own web of influence? What tools do I have? What behaviors can I emulate?
- How strong is my network and where do I fall short because of my own bias or prejudice?
- Where am I trying to exert my influence? Who or what can help me strengthen my cause?
- How do I react to adverse forces? Do I act out of fear, or respond with awareness? In times of distress who are the people I reach for?

