

It's time for positive

CHANGE

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The Secret to Influencing Others

UXL, June 2015



Picture this: You're in a meeting with a room full of people and you begin brainstorming ideas. One vocal individual dominates the conversation and pretty soon, everyone is nodding and agreeing with that individual's assertions. They might be saying something completely wrong or outlandish, but they're saying it with such confidence that no one dares challenge them.

Have you ever experienced something like this? I have. It's incredible how one or two people can influence the entire mood of a room, or sway others' opinions.

How can you be that influential individual? How can you make your thoughts and ideas heard?











1. Be assertive

Many of us carry a naysaying voice in the back of our minds that tells us we aren't good enough or smart enough. Get rid of that voice! Next time you feel a lack of confidence, **give yourself a positive affirmation**. Try something like, "I am a smart and worthwhile person" or "I have the ability to do anything."

These confidence-building exercises will aid you in being assertive in the conference room. After all, if you doubt your own abilities, who will want to follow your lead?

2. Build your influence outside of the conference room If you think you can simply walk into a company meeting, influence others with your thoughts and opinions, and go back to being a loner in your office, think again! Building influence can take time and it often begins around the water cooler.

Talk to others; spread your ideas and encourage the ideas of others. Be open, candid, and confident. This influence will carry into the conference room and you'll find that you have a built-in support team when you need it.

3. Support others

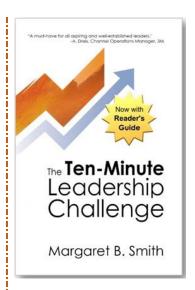
Part of being an excellent leader involves building others up, rather than tearing them down. Don't think of your co-workers as your competition. **Instead, think of yourselves as members of the same team**. If someone in your team has an idea that you like or needs some direction with a project, voice your support.

Alternatively, if you haven't heard from a particular co-worker in a while, take the initiative to call upon them for their thoughts. Say something like, "Amy, what do you think about this proposal? I know it directly affects your department."

4. **Know your stuff and KNOW you know your stuff**Next time you hear someone in a meeting or casual interaction disseminating false information, **have the courage to step forward and correct them**. If you *know* you are correct, then you have nothing to fear. Gently point out the error and give evidence to back up your claim.

For example, if you are in sales and someone asserts that "you should always be in the driver's seat and never let the client do the talking," you could offer a gentle, but firm retort such as: "I have found that it is best to listen closely to a customer's needs. For example..."

Becoming an influencer takes time and practice, especially if you're not a naturally confident individual. At the very root of influencing



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The Best Career Advice Ever



Do you recall a time when you were given truly valuable career advice?

HERE are some of the excellent career tips I've learned from others along the way. What are some of yours?

Social Media and Your Personal Brand



others is the solid belief that you are worthy and that your opinions matter. I'm here to tell you that they do! Work on building up your self-esteem and blocking out your saboteur that whispers negativity in your ear.

And once you build up your influence? Be cautious. It is wonderful to use your influence to spark creativity and drive positive change, but it is easy to slip into manipulation or intimidation. Be sure to use your newfound power for good!

Good luck,

Margaret Smith

Founder, <u>UXL: Creating Successful Leaders</u>
Author of *The Ten-Minute Leadership Challenge*

Thank You For Reading!

Please enjoy a FREE 1/2 hour consultation with Margaret Smith

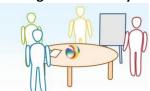


To Redeem: Email Margaret at margaret@youexcelnow.com and mention this offer.

Date of actual consultation subject to availability.

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UXL's mission is to create leaders, promote positive change, and enable businesses and individuals to transform their dreams into reality.

Margaret Smith is a career coach, speaker, author, licensed Insights Discovery practitioner, and adjunct professor at St. Kate's University with 27 yrs experience as a Senior Leader for 3M.

Learn More about Margaret

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