

You Are Already Leading: Turning Influence Into Action



THE FOUNDATION OF INFLUENCE

Influence is Movement to Advantage

Leadership is defined as igniting a "palpable desire for movement" in others through your example.



The Word and Deed Audit

People resolve every discrepancy between what you say and what you do in favor of what you do.



The Order of Operations

A man who leads well everywhere except his own house has succeeded only at being seen.

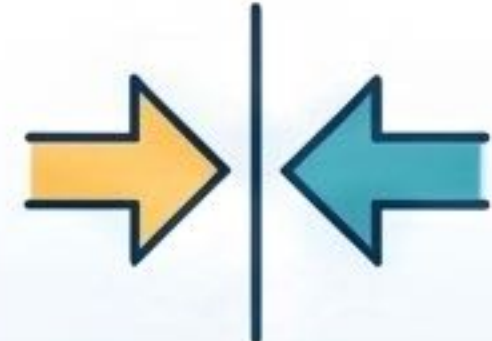
LEADERSHIP VIRTUES

CANDOR



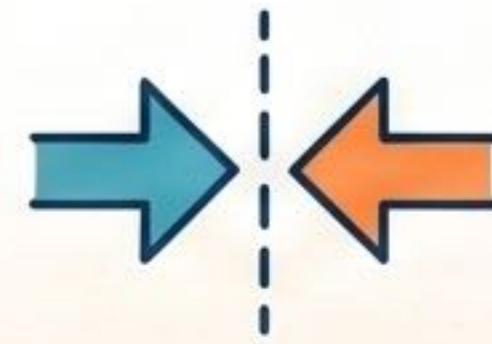
Graciously telling and demanding the hard truth.

CONSISTENCY



Closing the gap between your intentions and your behavior.

COMMITMENT



Choosing the group's advantage over your own interests.

THE "ONE MOVE" FRAMEWORK



Name the Person, Not the Category

You cannot serve "the team"; identify one specific human being who imitates your habits.



Perform the "Foot-Washing" Task

Choose an unglamorous job beneath your position that you have quietly decided is beneath you.



One Person. One Act. One Day.

Commit to one specific service move, for one person, on a specific day this week.