

HRA SNJ October 2022

Influential Leadership

Based on the book *Everyone Communicates, Few Connect*
by John C. Maxwell

Presented by:

Kim Kerrigan
Founder & CEO

Pinnacle People & Leadership Solutions

**Leadership and Teamwork that Works:
It's All About the People, People!**



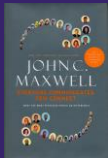
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MAXWELL
LEADERSHIP
CERTIFIED TEAM

My Purpose Today

- Awareness of leadership as a teachable skill
- Practical information you can apply, right away
- We are all leaders in one form or another
- Leadership comes down to one thing...**INFLUENCE**
- Influence depends on our ability to connect with people

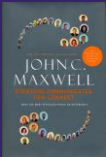




If you ask me what's the one thing you can do to be more successful, I'd say learn to communicate.

—JOHN C. MAXWELL

Collaboration & Connection



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How many of you here want to improve your results?



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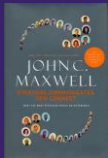


**Connecting increases
your influence in
every situation.**



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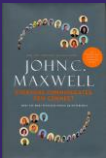


Leadership

Influence

Connecting

**WE NEED
PEOPLE**



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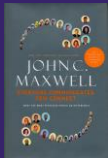




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Communication Consciousness/Intentionality



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Connecting Increases Your Influence



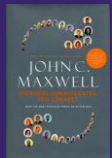
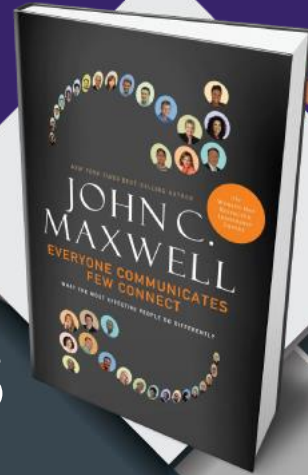
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Connecting Principles & Practices

EVERYONE COMMUNICATES FEW CONNECT WORKSHOP

based on the book by John C. Maxwell



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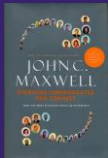
#1

THE **NUMBER 1** CRITERIA
FOR ADVANCEMENT &
PROMOTION FOR
PROFESSIONALS
IS THE ABILITY TO
**COMMUNICATE
EFFECTIVELY.**

–HARVARD BUSINESS REVIEW

Principle – Connecting increases your
influence in every situation

CRITERIA



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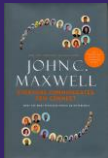


5 SKILLS & QUALITIES OF SUCCESSFUL U.S. PRESIDENTS

Principle – Connecting increases your influence in every situation

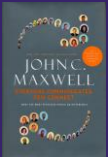
1. Vision
2. Pragmatism
3. Consensus building
4. Charisma, and
5. Trustworthiness

Robert Dallek, Presidential Historian



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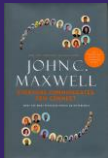




CONNECTING IS...

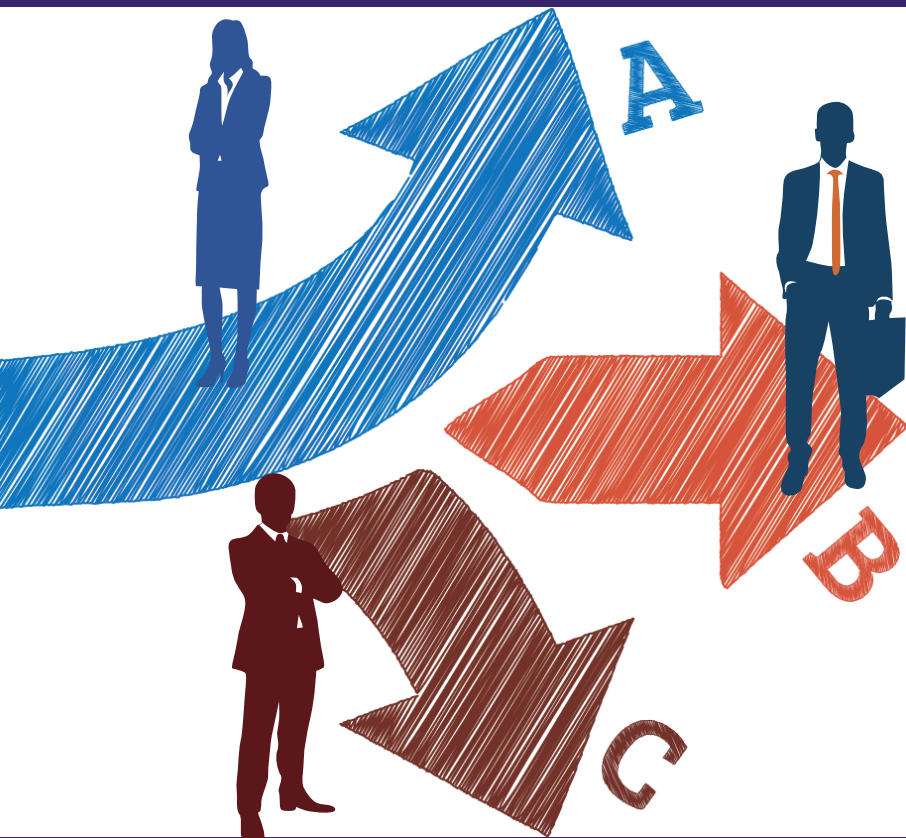
The ability to identify with people and relate to them in a way that increases your influence with them.

—JOHN C. MAXWELL



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What do you do when everyone you are leading or speaking to has different values, beliefs or ideas?



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Leadership is all
about others...

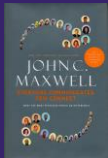
...and so is connecting.



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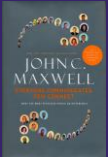
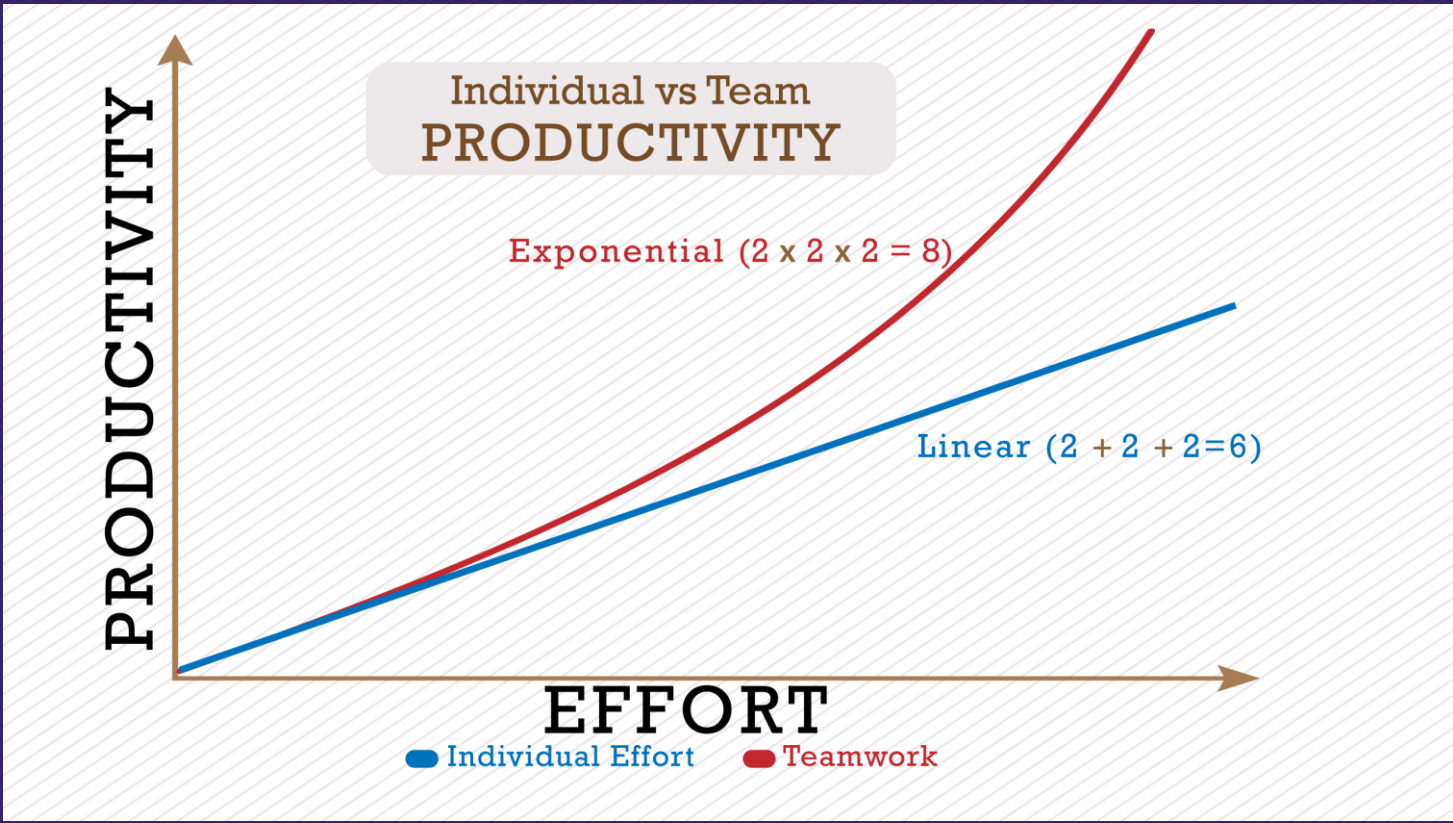


Promotions Based on Leadership vs. Technical Skills




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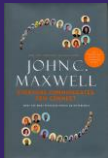


Connectors realize that if they could just get another 10% out of everyone on the team, then it adds up to far more than they can contribute by themselves.

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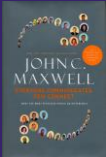
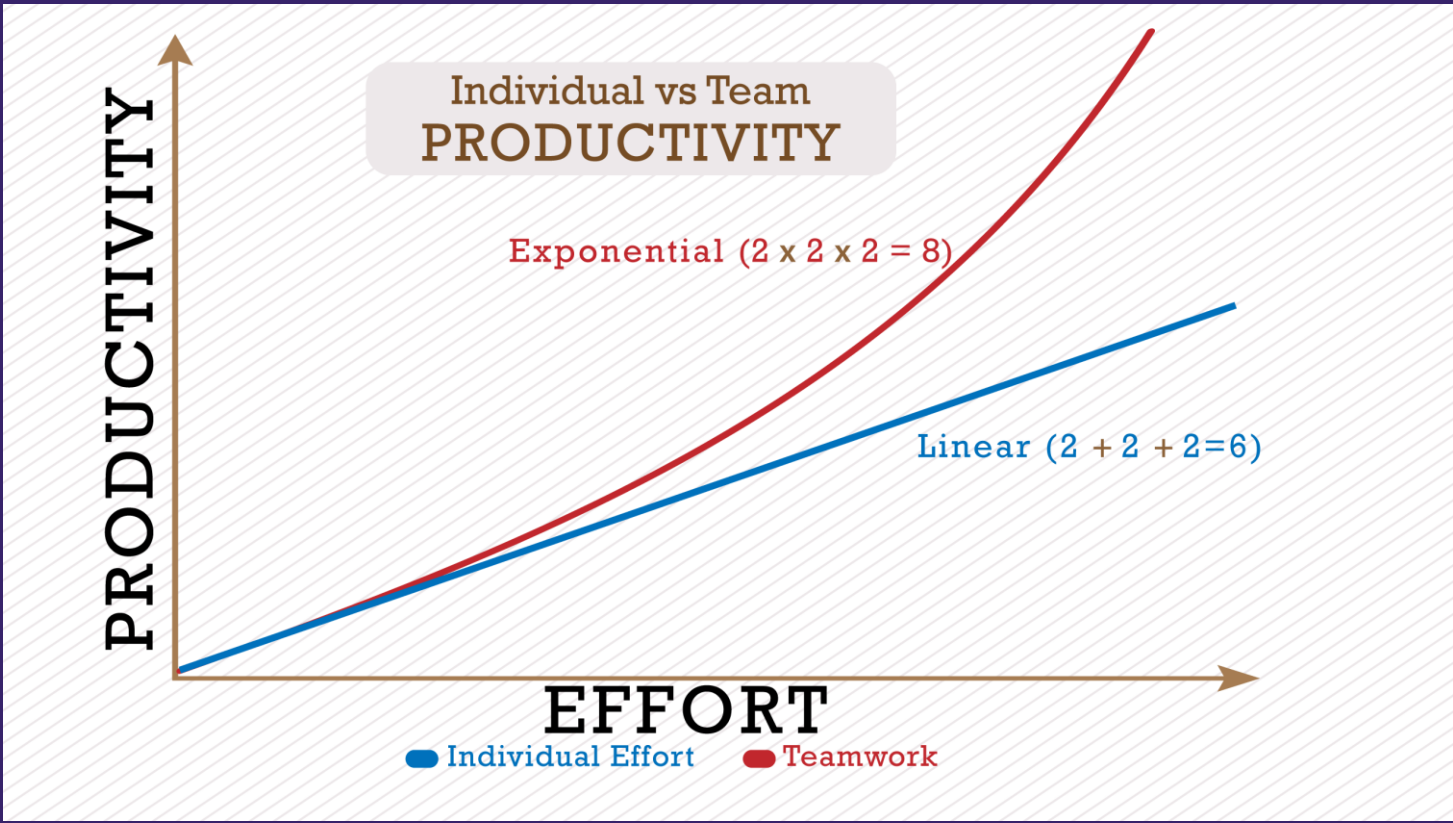
EXPONENTIAL, SYNERGISTIC

RESULTS



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Principle – Connecting is more a skill than a natural talent.



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All great speakers were bad speakers first.

– RALPH WALDO EMERSON

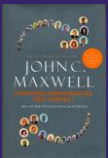


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Connecting is something anyone can learn by studying communication.



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5 FACTORS FOR CONNECTING

1. RELATIONSHIPS



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5 FACTORS FOR CONNECTING

1. RELATIONSHIPS
2. INSIGHT



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5 FACTORS FOR CONNECTING



1. RELATIONSHIPS
2. INSIGHT
3. SUCCESS



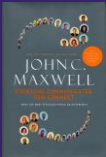
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5 FACTORS FOR CONNECTING



1. RELATIONSHIPS
2. INSIGHT
3. SUCCESS
4. ABILITY



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5 FACTORS FOR CONNECTING



1. RELATIONSHIPS
2. INSIGHT
3. SUCCESS
4. ABILITY
5. SACRIFICE



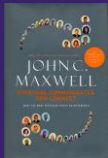
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6TH FACTOR FOR CONNECTING



6. Play to your strengths, develop your own style to connect with people



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There may be no single thing more important in our efforts to achieve meaningful work and fulfilling relationships than to learn to practice the art of communication.



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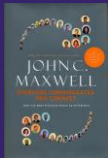
—MAX DE PREE





Everything rises and falls
with leadership.
Leadership is influence,
nothing more, nothing
less.

—JOHN C. MAXWELL

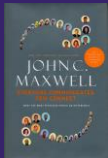


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Influence is not about
impressing people. It is
about connecting with
them.

—KIM KERRIGAN



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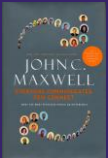
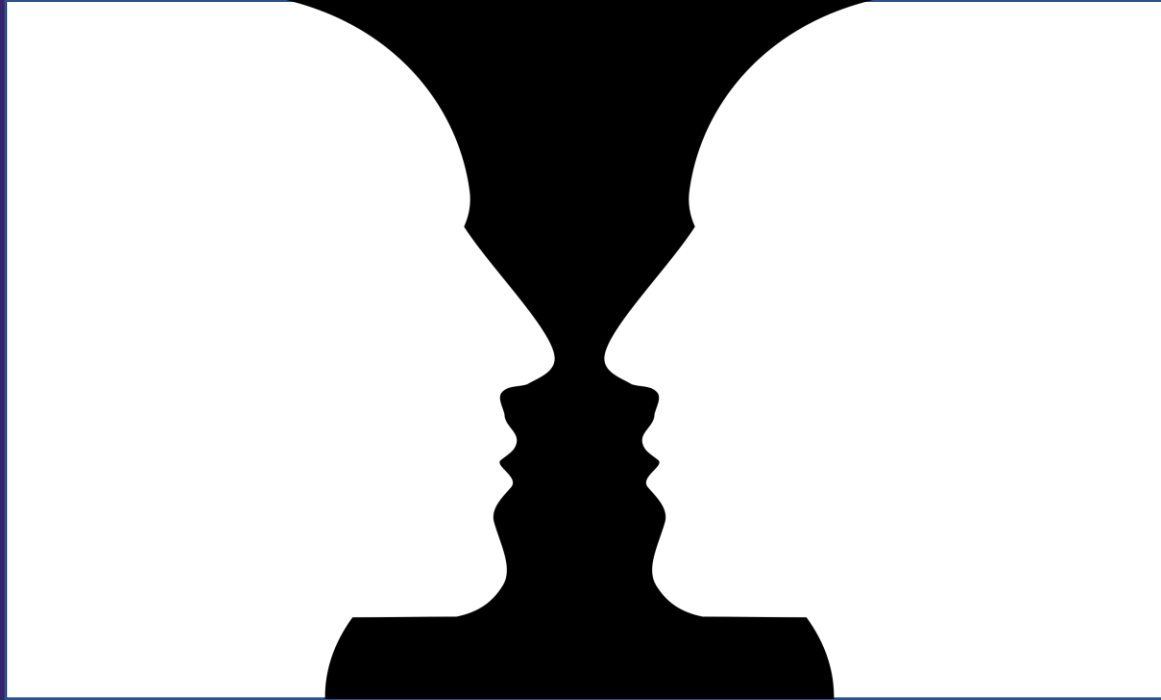


We see the world as we are...we're all different



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Common ground is the point where everyone's needs, beliefs and values intersect.



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TAKE THE FIRST STEP



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What is the one thing you have learned, or will do differently, as a result of what we have covered today?



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For more information or consultation

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