

The Ripple Effect:

Becoming the Leader Others Choose to Follow

With Leadership Coach: Sarah Fecht



What is influence

{in•flu•ence} v.

1. to affect the nature, development,
or condition of;



Watch later



Share



0:00 / 0:30



YouTube



THEN





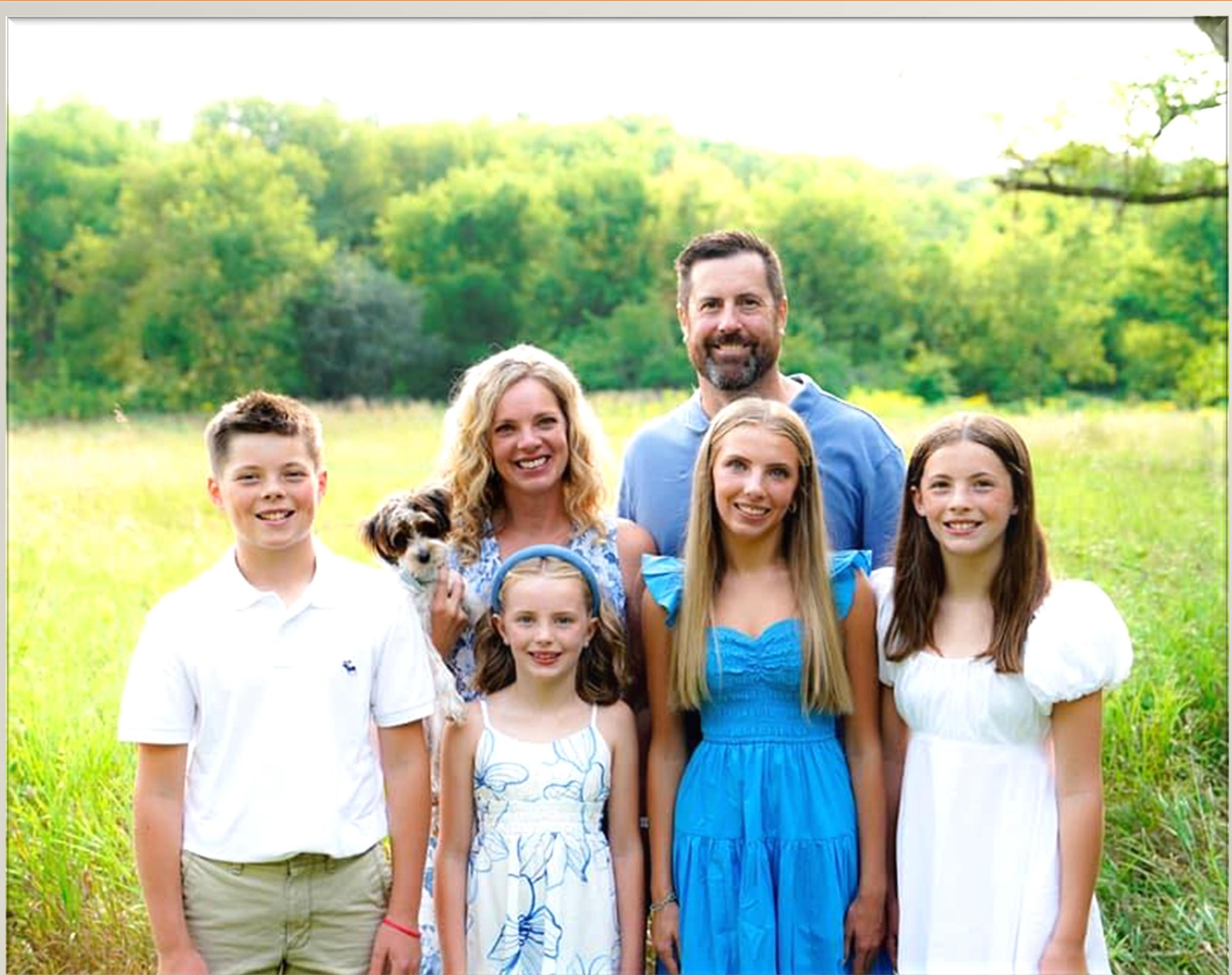
the Rahm's
DAVID JANE KEN ANNOT

Sarah

Surrounded by Love

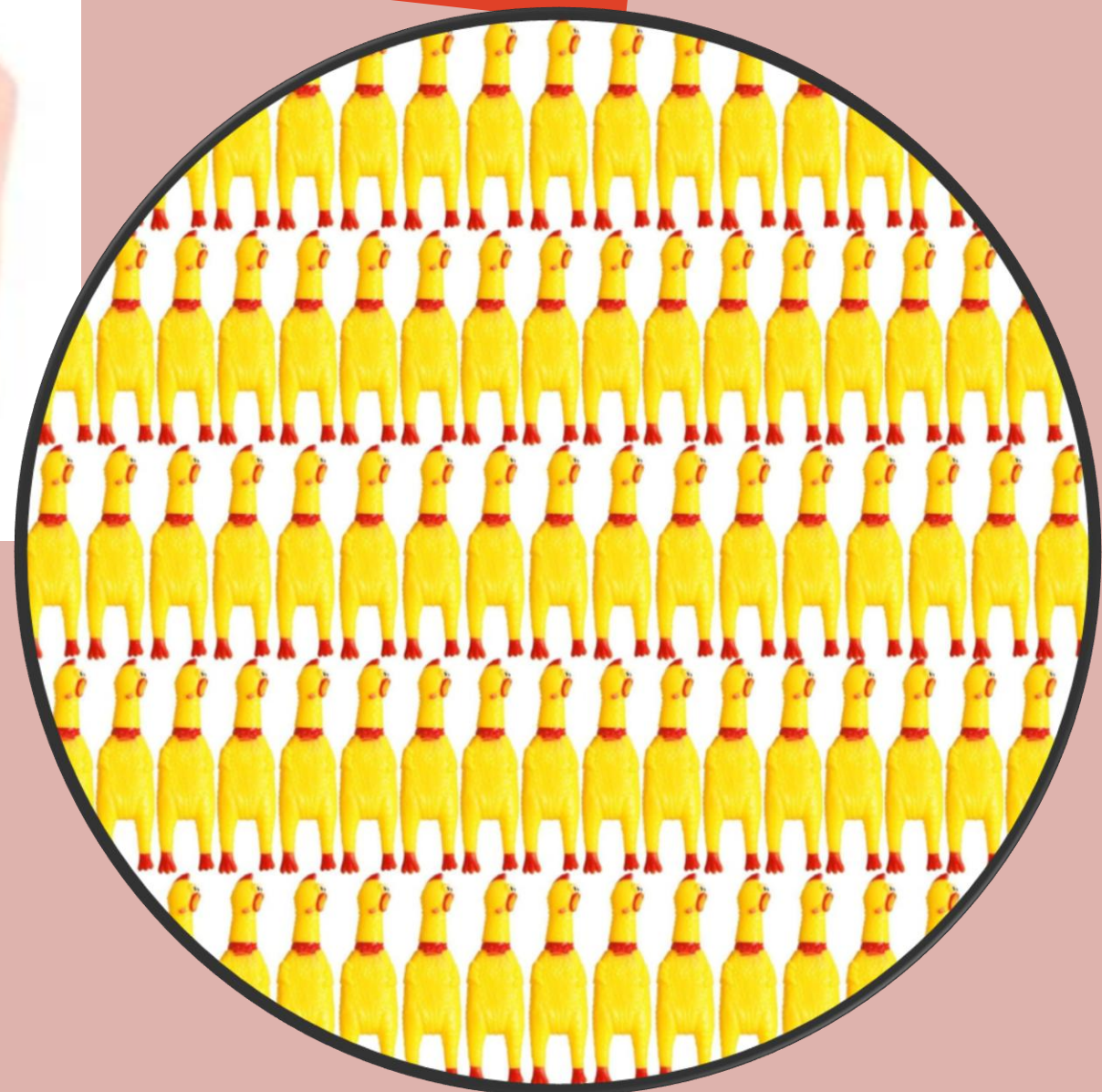


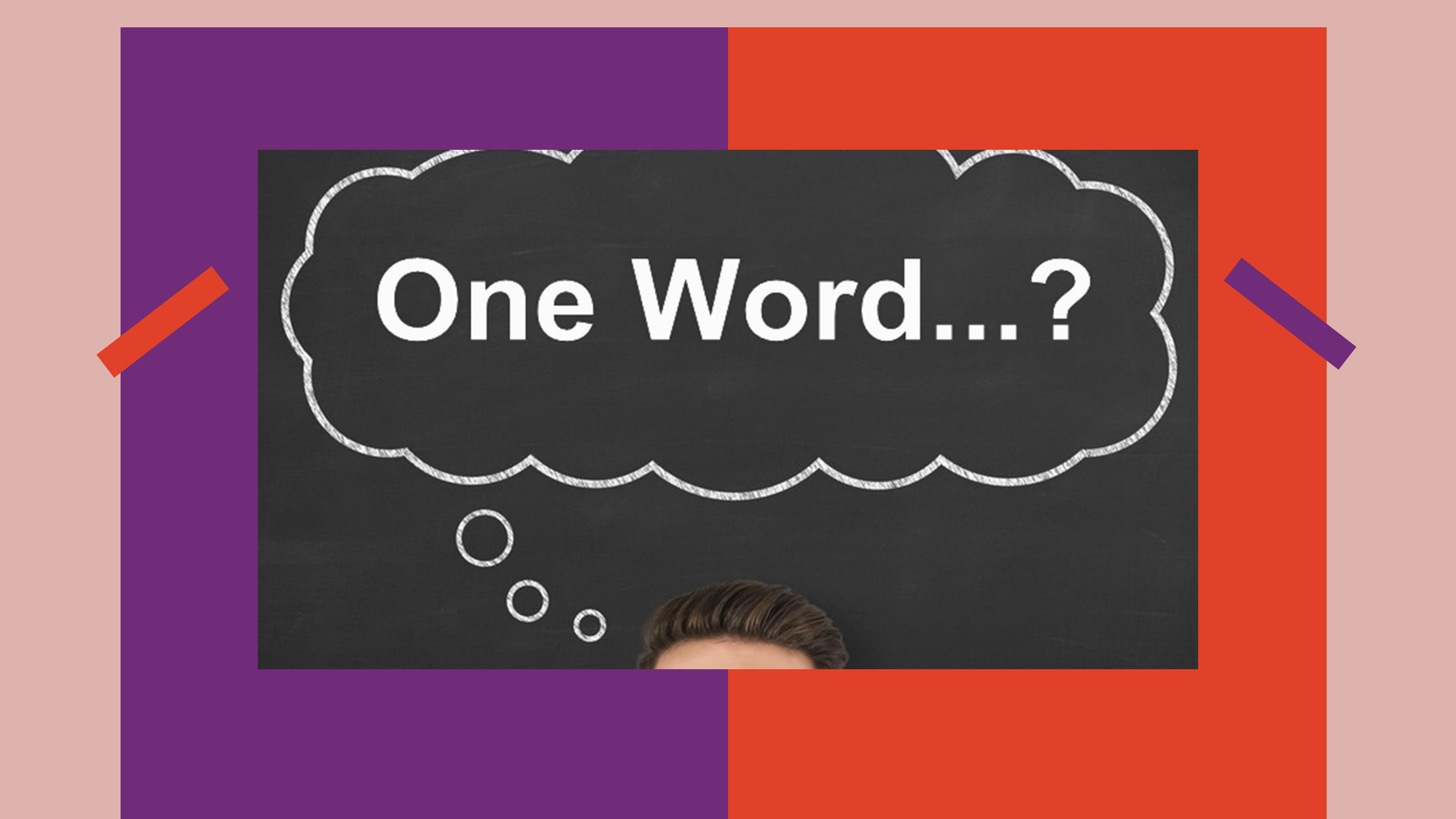
NOW





EXPECTATIONS





One Word...?



Three assumptions

1. Leadership is influence, nothing more, nothing less.
2. Everything rises and falls on leadership.
3. When we understand our influence, we can leverage it more effectively.





10,000

How many people does a

Most Introverted Person

Influence in their lifetime?





Methods of Influence

From worst to best

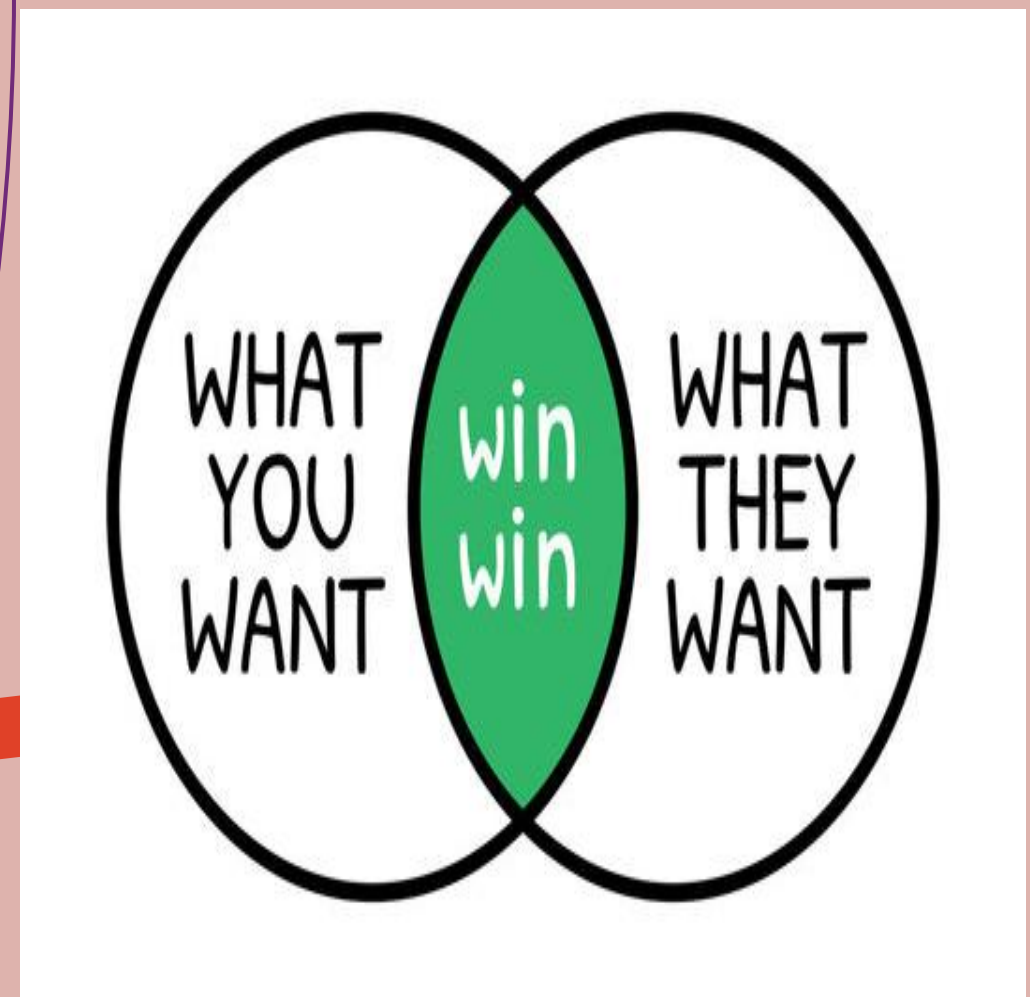
FORCE: There is no choice in the decision.

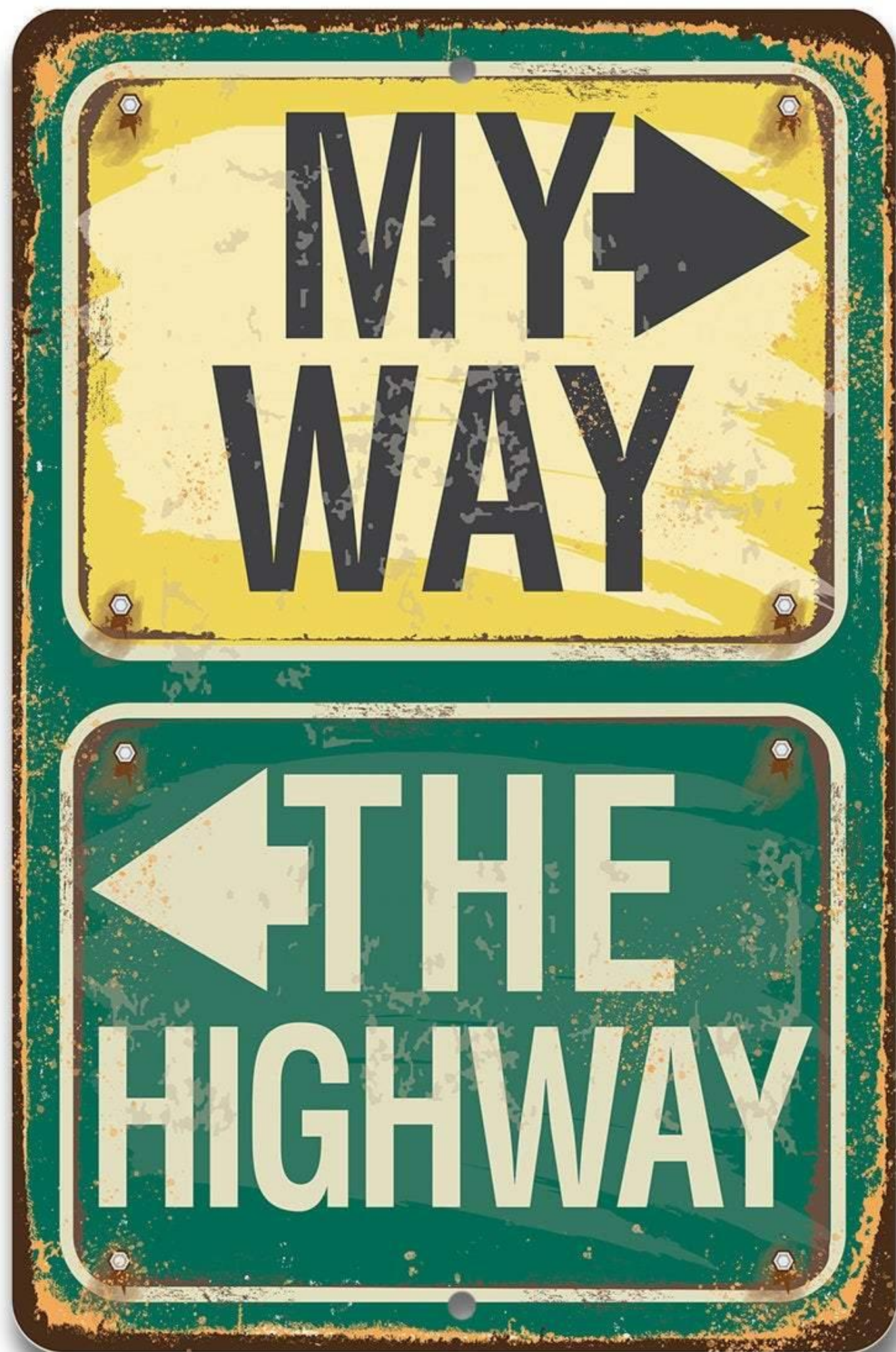
INTIMIDATION: “My way or the highway.”

MANIPULATION: There’s a winner and a loser.

POSITIONAL: We follow because we have to.

EXCHANGE: We both win something.





Intimidation Philosophy of Leadership

Intimidation Leads to Disengagement.





Nothing is as fast as the speed of trust.
Nothing is as fulfilling as a relationship
of trust. Nothing is as inspiring as an
offering of trust. Nothing is as profitable
as the economics of trust. Nothing has
more influence than a reputation of
trust.

— Stephen Covey —

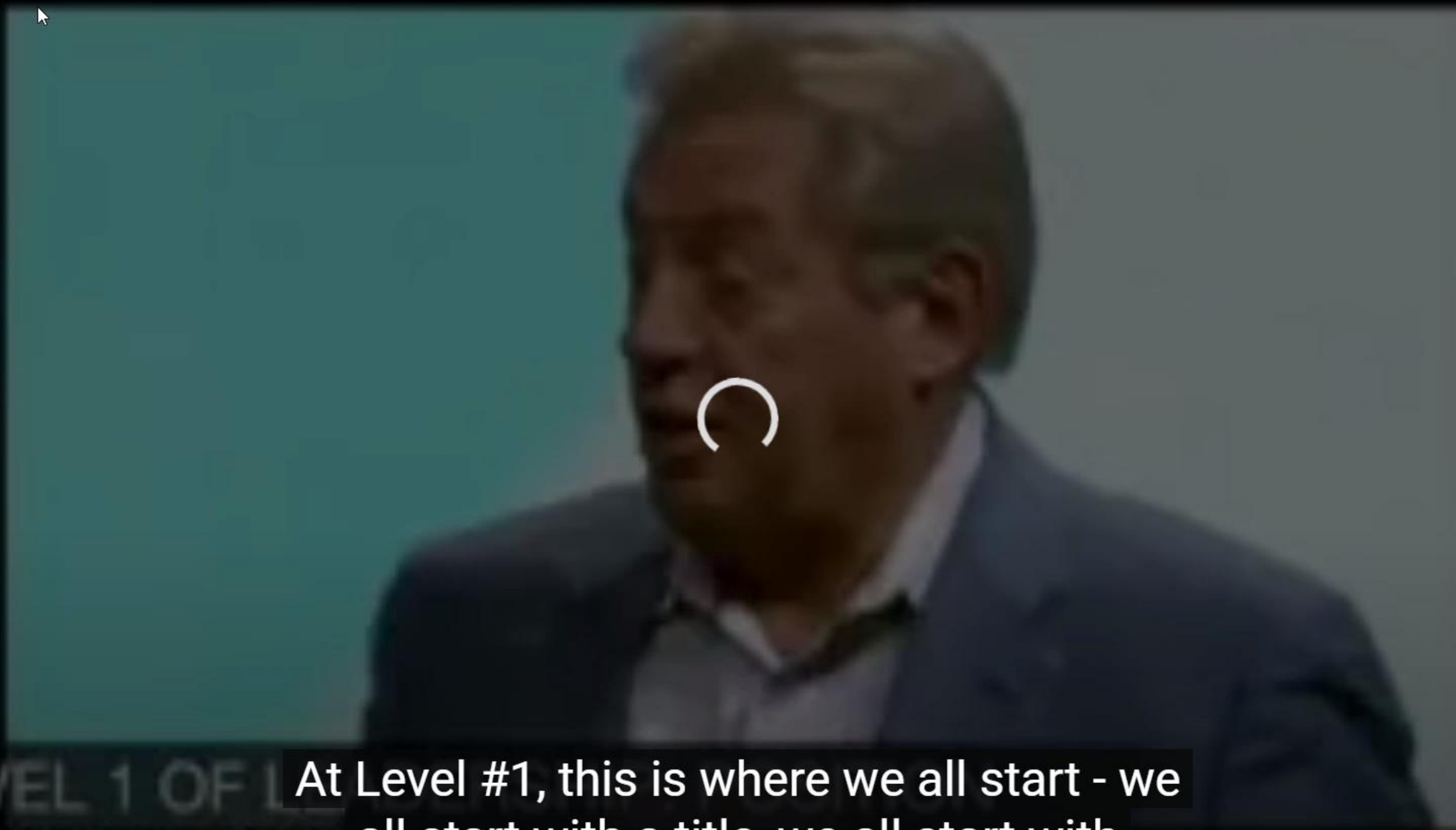
The most important
piece of influence.



Without trust, influence is nothing
more than coercion and
manipulation.

THE 5 LEVELS OF LEADERSHIP





LEVEL 1 OF LEADERSHIP
People follow you because of who you are

At Level #1, this is where we all start - we all start with a title, we all start with

Five Questions to Access Your Influence

01

Principle: As a leader I attract who I am, not who I want or need.

Who do I influence?

02

Principle: How I influence people will determine how many, how long, & how effectively.

How do I influence?

03

Principle: As a leader I will rise or decline to the number of people that I can influence, guide & lead.

How many do I influence?



04

Principle: Our value & significance rises when we make a contribution at the time when it is needed the most.

When do I influence?



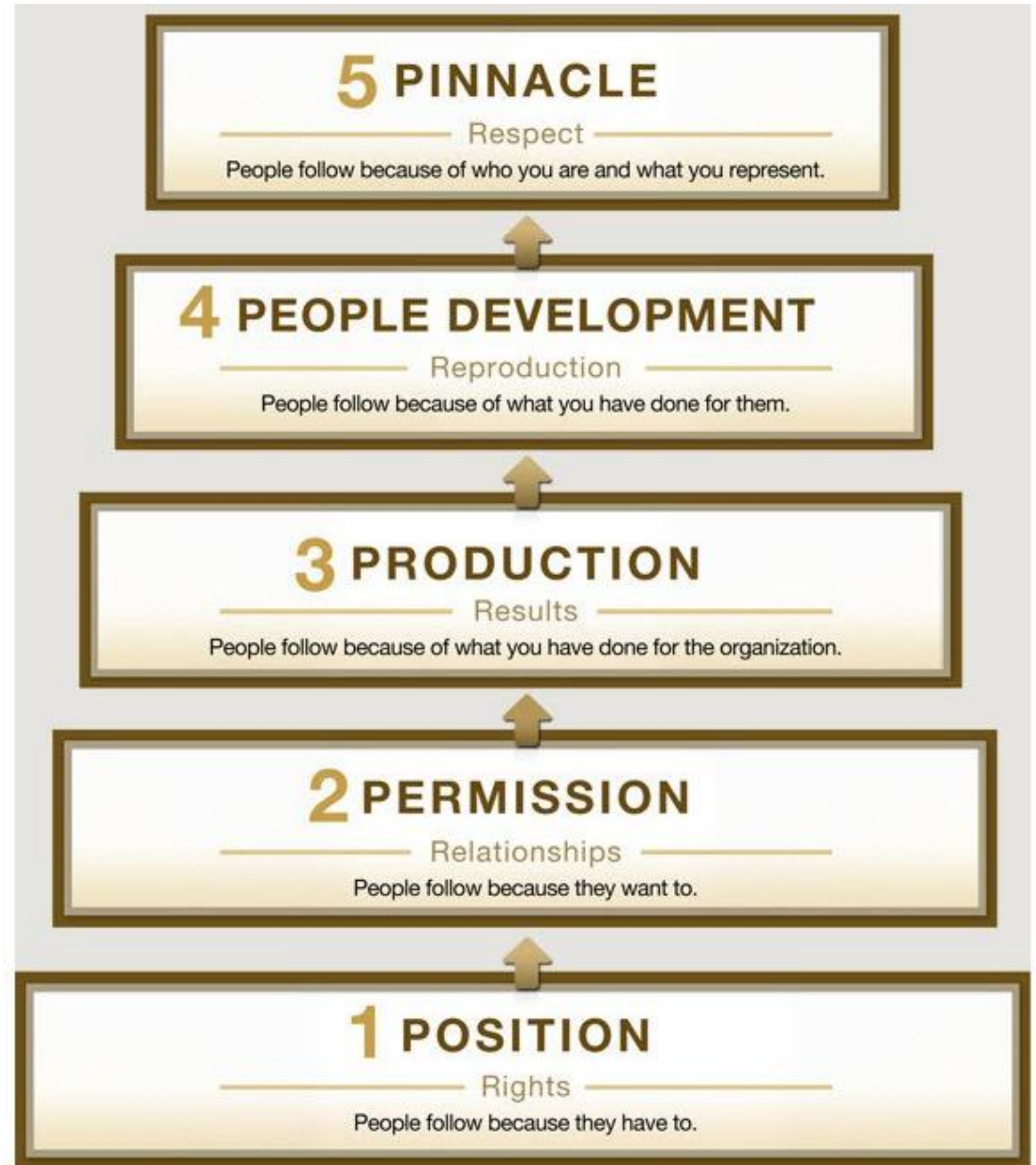
05

Principle: Why you do something will ultimately determine what you do.

Why do I influence?

THE 5 LEVELS OF LEADERSHIP

Influence





How to Increase your Influence

*Influence comes from
adding value to others.*

When we add value to ourselves,
we become more valuable to
others.



MINNESOTA
WISCONSIN
PUBLIC
TRANSPORTATION
HEALTHY TRANSIT
BUILDS HEALTHY COMMUNITIES
2025





Three things
everyone wants to
know

Do you care about me?
Can you help me?
Can I trust you?

A Person of Influence Has

I	Integrity with People
N	Nurtures Other People
F	Faith in People
L	Listens to People
U	Understands People
E	Enlarges People
N	Navigates for Other People
C	Connects with People
E	Empowers People
R	Reproduces Other Influencers





Facts about Faith in People

1. Most People Don't Have Faith in Themselves
2. Most People Don't Have Someone Who Has Faith In Them.
3. Most People Can Tell When Someone Has Faith in Them.
4. Most People Will Do Anything to Live Up to Your Faith in Them.



Faith In Action Looks Like...

What would happen if

Next time you recruit a new person to your organization, start the relationship right. Instead of waiting until after they prove themselves to praise them, make it a point to repeatedly express your faith in them and their ability *before* they give you results. You'll be pleased by their desire to live up to your positive expectations.

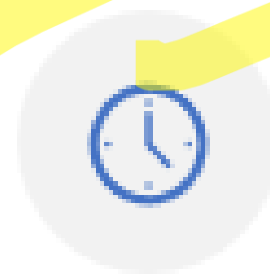
The Average Waking Day for an Influencer



9% of the day is spent writing



16% of the day is spend reading



30% of the day is spent speaking



45% of the day is spent listening



A Good Navigator
helps people
identify their
destination.

What do they cry about?

What do they sing about?

What do they dream about?

Navigators Plot the Course



Where the need to go.
What they need to know.
How they need to grow.

Connection

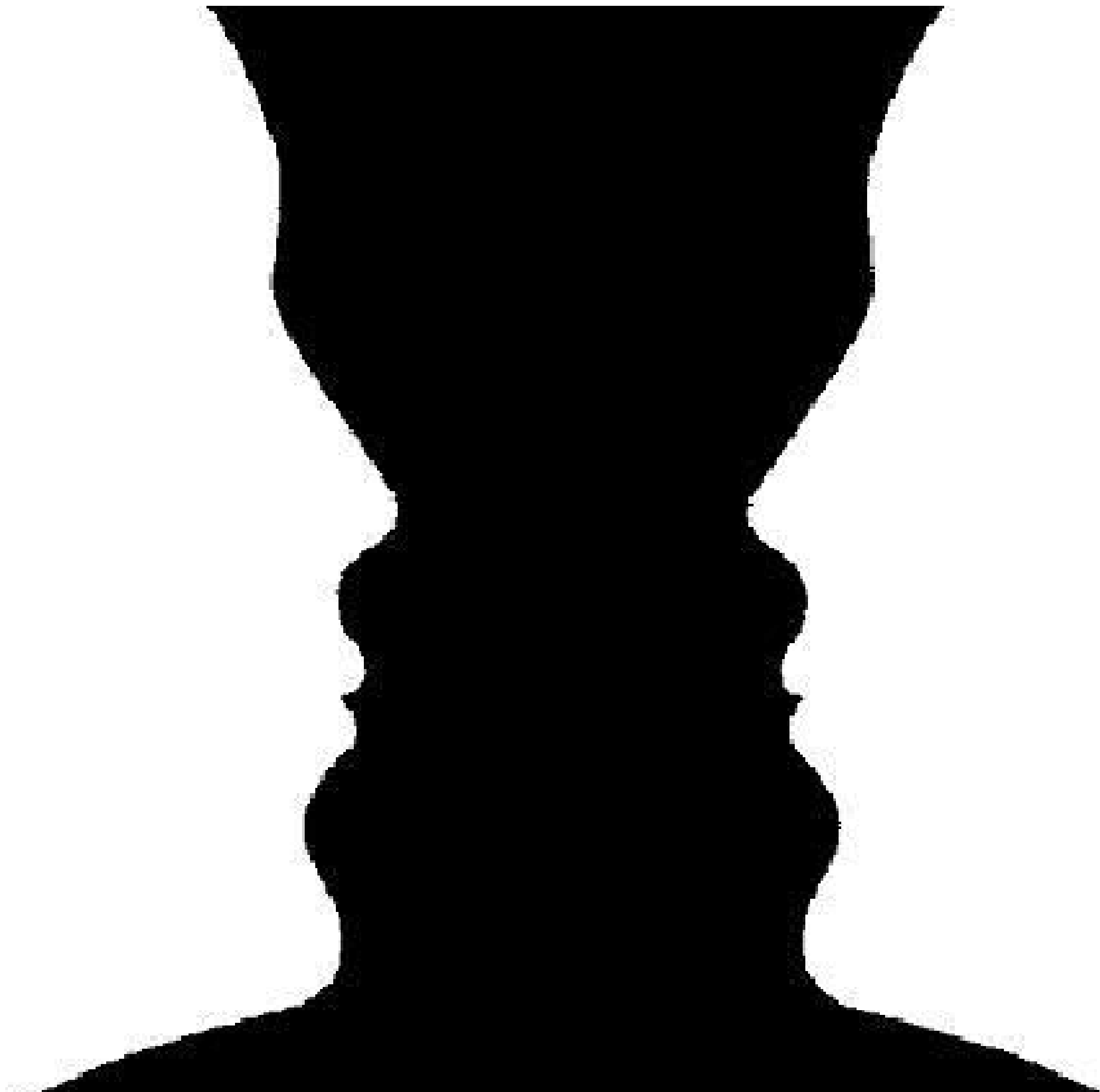




Connecting is...

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

—JOHN C. MAXWELL



“

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

Where do I have an opportunity to strengthen or start a new connection?

TODO:

• School starts Thursday!
• Pencils
• Notebooks
• Calculator

• More (Talos for Diner)

• Lisa's B-day (sat)

□ Oil change

□ Buy plane

☑ Laundry

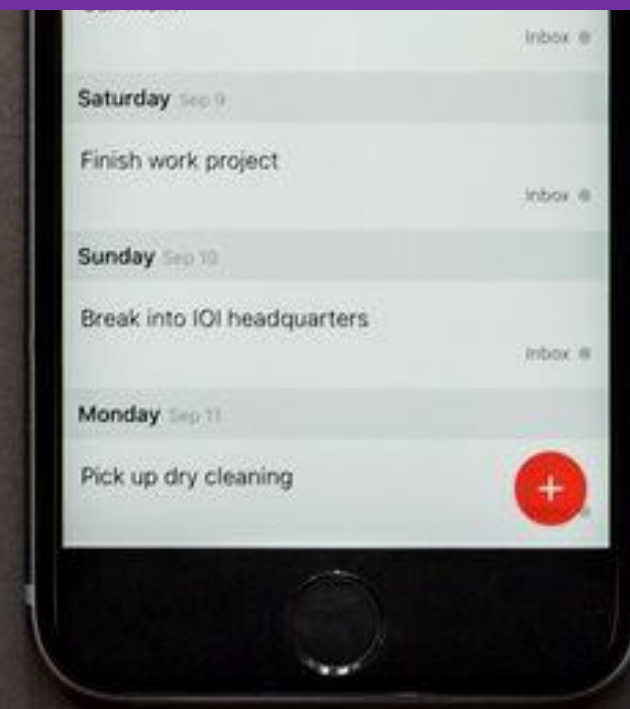
☑ Make Dr. Appt.

□ ~~Edit~~ photos

□ DMV

• Renew license
• Find Birth cert. + social Sec. card!

• get new photo taken
• Find old license



• Dry cleaners
• Laundry
• Buy Detergent
• Coat pocket to tailor

• Guest list
• Send

Call Mom!

• Rent Car
• Travel Ins.

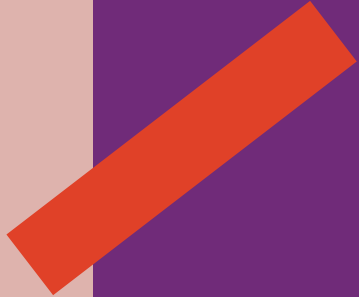
• get tax done
• call Account
• get extens
• Collect Rece

• Dr. Appt. Thursday
• Pick up Rx
• Don't Forget!

• Milk
• eggs
• cheese
• bread

• Apples
• OJ
• Oreos
• butter

Brunch?
What to make?
Halloween ppl.



Mastering your
ability to
positively
influence others
is the key to
personal and
professional
growth.



To influence
effectively, we
must
communicate.
Not just
communicate
but connect.



**“I POUR INTO
LEADERS SO
THEY CAN BRING
THEIR BEST
SELF”**

Let's stay in touch!

Sarah Fecht

608.386.5775

sarah@bestselfleader.com

www.bestselfleader.com



★ Speaker ★
Leadership Coach
~ Trainer ~
Consultant