

ADVANCE PODCAST

WITH MIKE ACKER

Show Notes

INTRODUCTION TO EPISODE 3 – The Five Ways of Influence

How can you and I as leaders and communicators impact and influence the people in our lives? How can we do it intentionally? Leadership and communication go hand in hand. And you're going to see that in the way that we influence people. Now let's discover how influence impacts leadership and communication.

EPISODE 3 SUMMARY & HIGHLIGHTS

What is Leadership?

2:55

Leadership is influencing people through your actions, through your words, through the programs that you run, through the services that you provide, through all of that, it is about influencing people.

How can leaders and communicators harness this power of influence and use it so to help people get to a desired end?

*#1 We influence people by what we have **said***

6:19

- Mike's Dad is one of his biggest influencers that mostly came from what his dad said about him, positive and some negative things. These are things like praises and noticing his strengths, and even critiques.

*#2 We influence people by what we have **done** in the past*

7:44

- One of Mike's biggest influencers is Wes Davis. Wes is a guy who has raised up leaders, invested developed, identified, and found potential in people and groomed them. This has influenced Mike to pursue a life mission of developing and training people. His YouTube videos and podcast are directly related to what Wes Davis has done.

*#3 We influence people by what we **say** (present tense)*

10:44

- Steve Gutzler has also influenced Mike through the words he says. Steve is a well-known keynote speaker and executive coach. His present-day words - what he speaks to his clients, his audience, family and his friends. He speaks with words of encouragement, and Steve has the ability to always find the best in people.

10:56

What you say right now has the ability to shift and influence someone. Your words have the ability to lead someone in a direction where they are meant to be.

*#4 We influence people by what we **do** (present tense)*

12:11

Another influential person for Mike is Honoree Corder. She writes books every single day. She's not just relying on her past accomplishments and track record. She's doing it still today.

*#5 **Listen**, and not just to listen, but to **be present** through your listening,*

14:33

It's not what you're saying. It's not what you are doing. But it's what they are saying. And it's their heart. And it's their actions that they want to unpack through their words, and you're listening and you're being present with them.

17:11

Another influential person for Mike is Chad. Chad has always been there to listen. Mike has seen what he's done and has heard incredible things from Chad, which are still being said to him presently. Chad is also leading through great

actions. He is leading on all fronts. But Chad is most impactful when he pauses in the midst of a conversation, hears and listens Mike, and he always catches something that he is talking about. He's always interested in the conversations he has with Mike.

What we have said and done should encourage us. It should warn us to examine what we're doing and saying now. And when you are listening, you are making an impact.

KEY QUOTES:

2:36-2:40

"Leadership is influence. Nothing more, nothing less."

11:55-12:02

"How many lives can we change right now, when we choose to be people who say positive and bring out the best?"

RESOURCES MENTIONED ON THE PODCAST:

- [The 21 Laws of Leadership](#) by John Maxwell
- Connect.stepstoadvance.com
- Schedule a call: advance.as.me/confidence