



How Does One Extend Influence? (9-12)

When you empower others, you change lives!

The ability to empower others is one of the keys to personal and professional success. John Craig says, “No matter how much work you can do, no matter how engaging your personality may be, you will not advance far in business if you cannot work through others.”

J. Paul Getty said, “It doesn’t make much difference how much other knowledge or experience an executive possesses; if he is unable to achieve results through people, he is worthless as an executive.”

Some bold statements above – But, true!

When you empower people, you not only work with and through others, but you also enable others to reach the highest levels in their personal and business development.

Empowering is giving your influence on others for the purpose of personal and team growth. It is seeing people’s potential, sharing your resources with them, and showing them that you believe in them completely.

To empower others, you must be able to have the following:

- Position – you cannot empower people who you are not leading.
- Relationship – it takes time and effort to develop relationships – effort is needed if you want to connect with people.
- Respect – Relationships cause people to want to be with you – respect causes them to want to be empowered by you.
- Commitment – people need to know you are going to be there for them.
- Attitude – a servant, humility, giver, secure, and not afraid to change.

How do you know if you are ready to influence (empower) others?

The questions below will help you set your foundation, plan, and team goals in the proper perspective:

- Am I willing to serve others and not take credit for myself?
- Do I believe in people and feel that they are my organization’s most appreciable asset?
- Would I be willing to publicly give my authority and influence on potential leaders?
- Would I be willing to invest time in developing people who have leadership potential?
- Do I believe that empowering others can accomplish more than individual achievement?



- Would I be willing to let others work me out of a job?
- Do I want to help those in my team become better than me?
- Would I be willing to hand the leadership baton to the people I empower and root for them?
- Do I allow others freedom of personality and process, or do I have to be in control?
- Do I challenge and inspire others to become the person they want to become?
- Would I be willing to let others get credit for what I taught them?
- Am I only interested in my own life (finances, appearance, present, etc.), or do I see a legacy, and do I see those that I influence helping others over the next several decades?
- Do I actively search for potential leaders to empower?
- Do I tell people the truth with care and concern for their feelings (as you are influencing others, you will have to be bold and humble at the same time about helping your potential collaborators the truth)?
- Would I be willing to raise others to a level higher than my own level of leadership?

Stop for a moment and read the questions again – Let them sink in!

Do not let the questions above stop you but let them mold you and direct you in your empowerment (influence) of people.

How Are You Extending Your Influence?

©ATS

30+ years growing people, procurement, and projects!