



How You Show Up, Connect & Influence

A behavioral profile built on the Five Foundations of Influence™

TRUST · EMOTIONAL INTELLIGENCE · COMMUNICATION · CREDIBILITY · ADAPTABILITY

PREPARED FOR

John Doe

Issued June 2026

Elite Leadership Group, LLC

Report ID · TECCA-AIBPWS

Report Logic Version · v3.9.18



THE METHOD

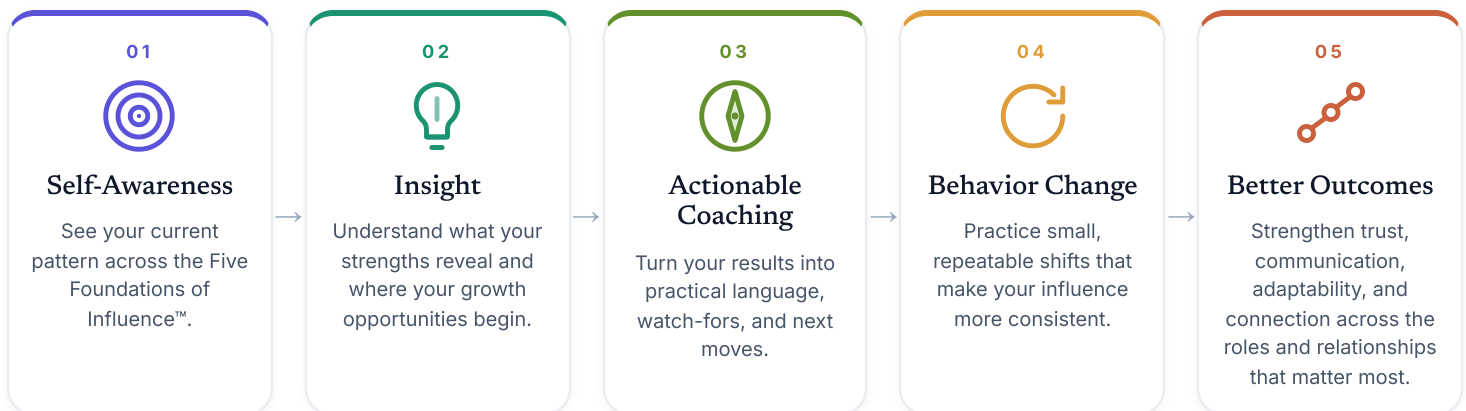
How TECCA Turns Awareness Into Action

You're already influencing everyone you meet. The question is how.

It speaks through your consistency, your tone, your follow-through, your emotional presence, and the way you respond when pressure rises. It shapes how people trust you, how clearly they hear you, how safe they feel with you, and how willing they are to move forward with you.

That matters everywhere — in leadership, teamwork, family, friendship, partnership, coaching, conflict, and change.

The TECCA Influence System™ helps make those patterns visible. It gives you a practical way to understand how you show up today, where your influence is strongest, where it may get diluted, and what small behavior shifts can help you grow with intention.



This report is not a box. It is a mirror and a map. Use it to notice what matters, strengthen what works, and choose the next behavior that helps your influence land with greater clarity, trust, and impact.



WHAT YOU'RE ABOUT TO READ

The Five Foundations of Influence™

These five behaviors are how you show up. Yours, mine, everyone's.

Influence is how trust gets built, how your ideas land, and how people respond to you in real time. It is not charisma. It is not a title. The **TECCA Influence System™** was built to make that visible — to define and measure how influence is actually **built, earned, and sustained**.

It rests on five behaviors that show up in every meaningful interaction — at work, at home, under pressure, and everywhere in between:

**Trust**

STABILITY & DEPENDABILITY

Whether people feel they can count on you — the anchor everything else is built on.

**Emotional Intelligence**

EMOTIONAL READ

Sensing what people feel — including yourself — and responding with care.

**Communication**

CLARITY THAT REACHES

Getting meaning across so people understand you, and feel understood.

**Credibility**

INTEGRITY & RELIABILITY

Being known for doing what's right and following through, every time.

**Adaptability**

MOVEMENT THROUGH CHANGE

Navigating pressure and uncertainty with steadiness instead of rigidity.

How to read your results: Each foundation is interpreted through six development zones:

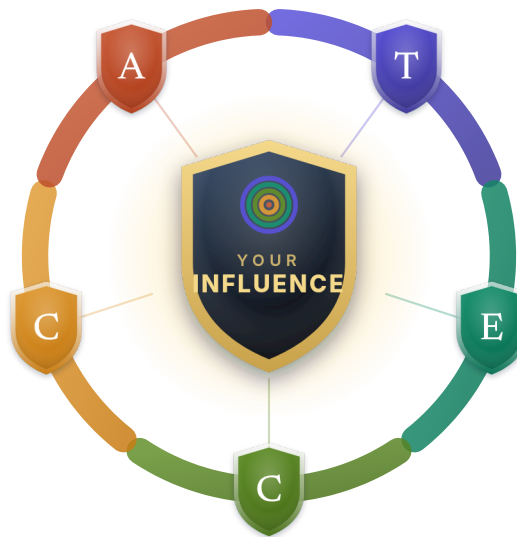




THE MODEL

Five Foundations Become One

No single foundation defines you. They combine — and where they meet is your influence pattern.



These five foundations are your **building blocks**. Each shield represents one foundation of influence: Trust, Emotional Intelligence, Communication, Credibility, and Adaptability. Together, they form the larger pattern of how your influence shows up.

Your **two strongest foundations** combine into your **Influence Archetype** — how you naturally show up, connect, and create impact. Your **two growth foundations** combine into your **Development Archetype** — where your influence can get quietly diluted, and where focused effort pays off fastest.

Every profile is a different combination. That is what makes this one yours.

WHAT YOU'LL SEE NEXT

The next page is your **Executive Summary** — your specific Influence Archetype, your Development Archetype, your highest and lowest foundations, and the one move that can help you move forward.



YOUR INFLUENCE AT A GLANCE

Executive Summary

John Doe, your profile points to a clear influence pattern: **Grounded Coach™**. When your strengths are working well, others may experience you as **steady, encouraging, and practical**.

Your highest foundation is **Credibility**, currently showing up in the **Strength** zone. Your lowest foundation is **Trust**, currently showing up in the **Opportunity** zone. This does not mean Trust is absent — it points to your clearest growth opportunity right now.

Your Development Archetype, **Unclear Connector™**, points to where your influence may get diluted when pressure rises. In this report, you'll see how both patterns work together — where to lean in, where to adjust, and what to practice next.

INFLUENCE ARCHETYPE



Grounded Coach™

STEADY ENCOURAGING PRACTICAL

INFLUENCE PATTERN STRENGTH

● ● ● ● ● **Emerging**

DEVELOPMENT ARCHETYPE



Unclear Connector™

CAUTIOUS SELECTIVE MEASURED

DEVELOPMENT FOCUS

● ● ● ● ● **Moderate**

HIGHEST FOUNDATION



Credibility

BEHAVIOR ZONE

● ● ● ● ● ● **Strength**

LOWEST FOUNDATION



Trust

BEHAVIOR ZONE

● ● ● ● ● ● **Opportunity**

START HERE THIS WEEK

Use direct questions and clear statements to keep connection intact when the moment feels uncertain.

WHAT'S NEXT

Next, you'll see how your five foundations are showing up right now. Treat these scores as a development snapshot — not a grade, label, or fixed identity.



WHERE YOU STAND

Your Five Foundations

Each behavior sits in a zone — the marker shows where you land today. A development snapshot — not a grade, label, or fixed identity.

Trust

OPPORTUNITY



Trust appears to be forming, but it may not feel fully steady yet. Following through, staying present, and naming what others can count on will help deepen it.

Emotional Intelligence

MOMENTUM



Your awareness and empathy are starting to translate into stronger connection. Keep reading the room, checking assumptions, and responding with care.

Communication

MOMENTUM



Your communication is becoming clearer and more direct. Stay mindful of tone, timing, and whether others understand the message the way you intended.

Credibility

STRENGTH



Your reliability and ownership appear to be strong assets. People are more likely to trust your word because your actions support it.

Adaptability

MOMENTUM



You are responding to change with growing steadiness. Keep staying calm under pressure, adjusting when needed, and naming the next practical step.

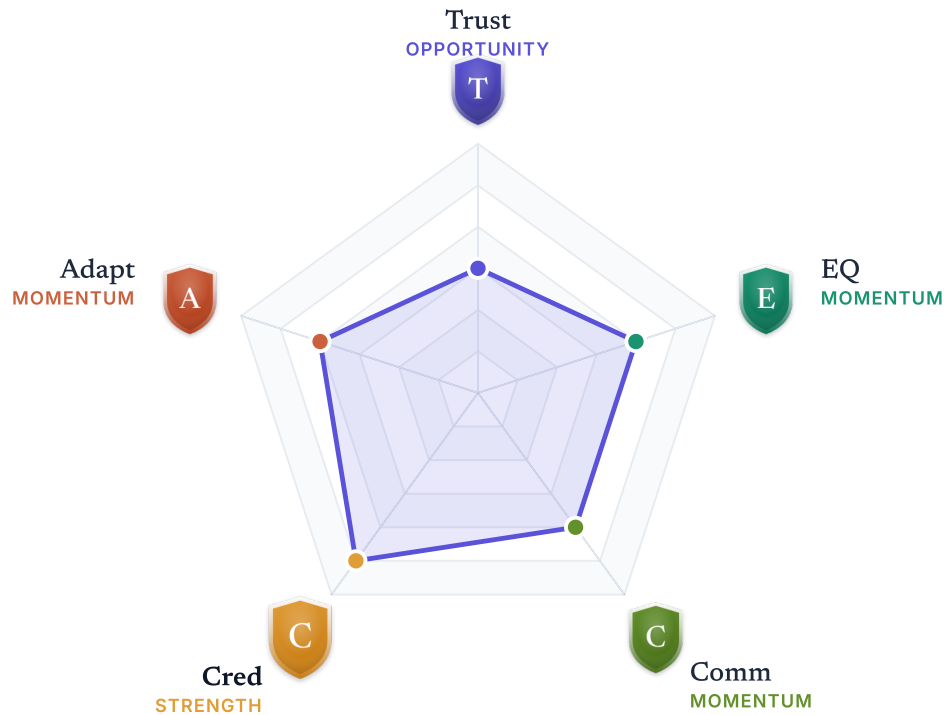
What not to over-interpret: A lower zone does not mean you lack the foundation. It means that behavior may be less visible, less consistent, or more situational right now — not absent. When two foundations share the same zone, their underlying score pattern determines which one sits higher or lower in your profile.



THE WHOLE PICTURE

Your Profile Shape

All five foundations at once. The shape — not any single point — is what makes your influence distinct.



Peak: Credibility at Strength · **Growth edge:** Trust at Opportunity

YOUR PROFILE PATTERN

Your profile shows meaningful strength, but Trust, currently at Opportunity, appears to sit far enough below the rest of the pattern that it may affect how your strengths are received. This matters because one lower foundation can create friction even when the rest of the profile is solid. People may see your strengths clearly, but still experience a specific gap tied to Trust. The good news is that this pattern gives you a high-return growth target. You do not need to rebuild everything. Focus on lifting Trust one zone. That single move can tighten the whole profile and help your strongest foundations land with more consistency, clarity, and trust.

YOUR FOUNDATION TENSION

Your credibility comes through clearly. People may respect the quality of what you produce. The lean toward Credibility over Trust suggests capability may be more visible than predictability. Strengthening Trust helps others not only respect your work, but rely on the pattern behind it.



YOUR STRENGTHS IN ACTION

Your Influence Archetype

Your two strongest foundations — Credibility and Emotional Intelligence — combine into how you naturally show up and connect.



Credibility

+



EQ

=



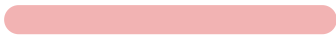
Grounded Coach™

Grounded Coach™

STEADY

ENCOURAGING

PRACTICAL



MINIMAL IMPACT



DEVELOPING IMPACT



EMERGING IMPACT



HIGH IMPACT

Your influence pattern is gaining traction and becoming easier for others to experience.

You influence through patient, grounded guidance. Your calm can build trust, and your honesty can help people grow without feeling judged. Others may get better around you because you bring both truth and care.

HOW YOUR TOP FOUNDATIONS INTERACT

Within the Grounded Coach™ pattern, Credibility appears more visible than Emotional Intelligence right now. That can be useful when the moment needs delivery, sound judgment, and accountability. To bring the pair into sharper alignment, make Emotional Intelligence more visible too: notice the emotional signal, name it carefully, and stay present long enough for people to feel heard.



YOUR STRENGTHS IN ACTION

Your Influence Archetype *cont.*

HOW THIS SHOWS UP ACROSS YOUR ROLES

**AS A LEADER**

You create influence by helping people grow with patience and steadiness. Your guidance rarely feels ego-driven, so others may feel safe stretching around you. The edge: avoiding the hard truth for too long can quietly limit the very growth you are trying to support.

**ON A TEAM**

You slow reactive moments down and help a group think, communicate, and reset more clearly. The growth is stepping forward decisively when the situation needs direction, not another round of reflection.

**IN RELATIONSHIPS**

People may feel accepted around you because you listen well and genuinely invest in who they are becoming. The challenge is keeping the relationship reciprocal instead of letting it quietly become one-sided, with you always in the helper seat.

**SIGNATURE STRENGTH**

You help people grow without making them feel small. Your influence often shows up in the question that helps someone think more clearly.

**WATCH FOR**

Risks staying in support mode too long when the moment requires a clearer push, firmer standard, or more direct challenge.

"Steady presence. Clear guidance. Growth without ego."

YOUR MICRO-MOVE THIS WEEK

Once this week, replace advice with one strong question. When someone brings you a problem, ask, "What have you already tried?" before offering your view.



YOUR GROWTH FOCUS

Your Development Archetype

Your two growth foundations — Trust and Communication — point to where your influence can quietly get diluted.



Trust

+



Communication

=



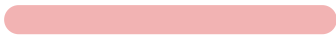
Unclear Connector™

Unclear Connector™

CAUTIOUS

SELECTIVE

MEASURED



SIGNIFICANT DEV



MODERATE DEV



MINOR REFINEMENT



STRONG PROFILE

Under ambiguity, you may sometimes go quiet or communicate just enough to move on, leaving small gaps in understanding.

HOW YOUR GROWTH FOUNDATIONS INTERACT

Within the Unclear Connector™ pattern, Trust appears to need first attention, while Communication may be slightly easier to access right now. Focus on Trust first: close the loop, keep expectations visible, and show people what they can count on. Strengthening that anchor can reduce friction across the whole pattern.

KEY INSIGHT

“When clarity gets uncomfortable, staying engaged protects trust.”



YOUR GROWTH FOCUS

Your Development Archetype *cont.*

YOUR GROWTH PRACTICE

This page shows how your growth pattern may appear in real interactions. Read the first three cards as signals to notice, then use the final card as your practice for the week.

NOTICE THE PATTERN

WHERE IT SHOWS UP

Small pockets of confusion can spread when people are not sure what you think, need, or intend.

GROWTH BLOCKER

May pull back or communicate less directly when trust feels uncertain, which can leave others unsure where they stand.

BLIND SPOT

You may not realize that going quiet can read as distance, hesitation, or disapproval — even when your intent is to avoid creating tension.

PRACTICE THE SHIFT

GROWTH MICRO-MOVE

Use direct questions and clear statements to keep connection intact when the moment feels uncertain.



HOW YOU MEET OTHERS

Working With Other Influence Styles

Because you're a **Grounded Coach™**, certain influence styles tend to naturally click with yours — and others tend to create productive friction. These aren't good or bad matches; they're patterns of how behavior meets behavior. Knowing them helps you collaborate faster and navigate tension before it becomes conflict.

STYLES THAT MAY REINFORCE YOU

Influence styles whose strengths tend to reinforce yours

Empathetic Anchor™

Brings warmth and a deep read on people. Together, you may support growth with steadiness and care.

Trust Messenger™

Brings clear, calm communication. This can add direction to your relational depth.

Resilient Guardian™

Brings stability through change. This may reinforce your steady, values-driven presence.

STYLES THAT MAY STRETCH YOU

Influence styles that may stretch you in productive ways

Clarity Strategist™

Often moves quickly and values precision, while you may move with care and reflection. They may want more directness than feels natural to you.

Trust Builder™

Often begins with structure and standards, while you may begin with patience and development. Their pace may feel faster than your people-first rhythm.

WHAT YOU TEND TO NEED

Honest input delivered with care, clear expectations, and space to reflect before deciding. You tend to offer more when people do not rush the process.

HOW OTHERS BUILD TRUST WITH YOU

Respect your pace and engage in real conversation, not surface talk. People tend to earn your trust through patience, thoughtfulness, and follow-through.

HOW TO BRIDGE THE FRICTION

If you are fast-moving, give the Coach context and a little time. If you are the Grounded Coach™, recognize that a quick, direct partner may not be careless; matching their pace at key moments can keep momentum alive.

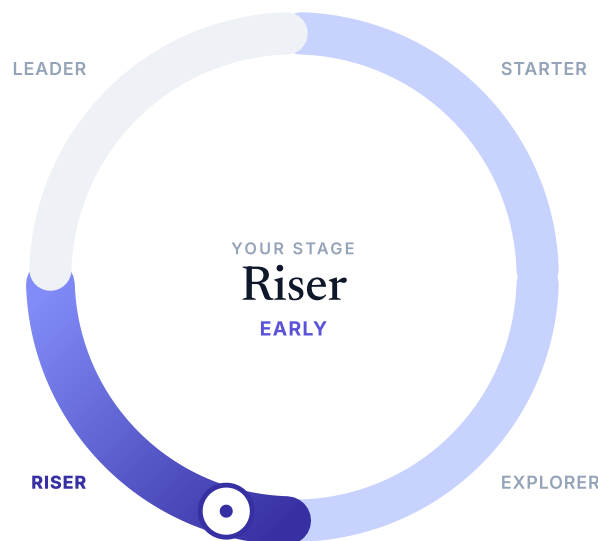
This shows how behavioral patterns tend to interact — it does not rank people or predict outcomes. A starting point for understanding, not a verdict.



WHERE YOU STAND TODAY

Your Influence Snapshot

Your overall stage brings all five foundations together into one development snapshot. The highlighted arc shows where you stand today; the marker shows your position within that stage. Influence evolves — this is a pulse, not a permanent mark.



REFLECTION PROMPT

What feels aligned in how I show up — and what still becomes reactive or unclear?

WHAT THIS STAGE MEANS

You have meaningful traction. Your influence pattern is becoming more reliable across situations, and others may begin to seek your perspective or steadiness. The next stretch is alignment: making sure your words, habits, emotional presence, and follow-through point in the same direction. This stage is less about doing more and more about making the right behaviors easier to trust.



THE BOTTOM LINE

Your Influence in Motion

Your report is not just a result. It is a picture of how your influence is being experienced right now.

You're a Grounded Coach™.

You are tuned to helping others grow, but your own bolder ideas can stay too quiet. Your influence strengthens when your calm presence carries your own perspective, not only your support for someone else's. The people you coach learn from your judgment, not just your patience.

YOUR ONE MOVE

This week, in three unclear moments, ask one direct question rather than withdrawing. Stay in the conversation.

Influence grows in the small moments people remember – the tone you choose, the trust you protect, the clarity you create, the pressure you steady, and the follow-through others can count on.



USE THIS REPORT WITH OTHERS

Your Influence in Motion *cont.*

One of the best ways to use this report is to turn insight into conversation. The script below helps someone understand what you're practicing and how they can support your growth.

"My TECCA™ profile says my strongest influence pattern is **Grounded Coach™**. When I'm at my best, others may experience me as *steady, encouraging, and practical*.

My growth focus is **Unclear Connector™**, which means I'm working on staying engaged and clear when trust or communication feels uncertain.

One helpful way to support me is to invite clarity when I seem quiet, hesitant, or hard to read."

A starting script — adjust the language and final ask to your relationship.

FINAL REFLECTION

What is one moment this week where I can make my influence easier for others to trust, understand, and feel?



WHERE YOU GO FROM HERE

Choose Your Next Steps

Your profile is a snapshot. The value comes from what you do with it next. Below are four ways to turn insight into practice.

**DEVELOP YOUR TEAM****Coaching, training, and team debriefs**

Bring TECCA™ into your team to strengthen trust, communication, and influence at scale.

[VIEW SERVICES](#)**DEBRIEF YOUR RESULTS****Book a Founder-Led TECCA™ Debrief**

Spend time with the system's creator and turn your profile into practical next steps.

Founder-led · Limited availability each month

[BOOK NOW](#)**PRACTICE THE SKILLS****Free TECCA™ Companion Guide**

Use guided exercises and prompts to apply the Five Foundations of Influence™.

[DOWNLOAD](#)**LEARN THE FRAMEWORK****Read the book behind the profile**

Go deeper into the Five Foundations of Influence™ and the leadership model behind TECCA™.

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About this report. The TECCA Power Profile™ is a self-development and reflection tool based on self-reported responses. The Five Foundations of Influence™ framework synthesizes established work in leadership and behavioral science — including Goleman's research on emotional intelligence, situational and transformational leadership theory, and Kouzes and Posner's work on leadership credibility. It is not a clinical, psychological, or diagnostic instrument and does not diagnose or treat any condition. It is not a normed or independently validated psychometric test; results reflect how you answered and may change over time. Archetype, growth, and compatibility descriptions reflect behavioral *tendencies*, not predictions of performance, relationship, hiring, or team outcomes, and are not intended as a basis for employment, clinical, legal, or other consequential decisions. This report does not constitute professional advice or create a professional relationship. Elite Leadership Group, LLC makes no warranties and disclaims liability for decisions made in reliance on it, to the fullest extent permitted by law.

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