

20 Tips on Becoming a More Influential Leader

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The smart coaches know that their team needs daily motivation and practice to stay focused. If a player doesn't get help at training they won't succeed, an employee is the same and they will eventually quit because they are not successful and they lose more deals than they win.

- 1.** Respond rather than react
- 2.** Listen twice as much as you talk
- 3.** Put yourself in their shoes
- 4.** Be prepared to apologise directly if you are at fault
- 5.** Don't change the subject or interrupt
- 6.** Empathise with others
- 7.** Be Vulnerable
- 8.** Create a positive environment
- 9.** Ask don't tell
- 10.** Praise more
- 11.** Find out your teams motivations
- 12.** Ask, instead of demanding
- 13.** Resist the urge to micromanage
- 14.** Explain why some things are important
- 15.** Reward positive results
- 16.** Work with their strengths and manage their weaknesses
- 17.** Patience
- 18.** Calmness
- 19.** Honesty
- 20.** Be Decisive

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