

# The Enerpace PaceSetter

August 2024: Got Influence?



## We Lift Leaders & Teams to Become *EXCEPTIONAL* Leaders & Teams

Hello Subscriber,

Last September, we focused on "Go-Givers" after I had the opportunity to hear Bob Burg speak. You can read about his 5 Laws of Go-Giving [here](#).

### THE 5 PRINCIPLES OF INFLUENCE

This year, ProVisors invited him to back to speak to their members again, in honor of National Networking Day. Bob's topic this year was the '*5 Principles of Influence*'. Here's a quick summary:

1. Master Your Emotions – it's the only way to turn a situation into a win for all involved. It involves retraining our brains by repeatedly envisioning ourselves responding differently, so that we'll have another choice when we need it.
2. Step Into the Other Person's Shoes - which really means understanding their belief systems. Belief systems are our unconscious operating system and how we understand the world. To genuinely influence, we need to clarify and ask questions to ensure we're on the same page.
3. Set the Proper Frame – it's the foundation from which everything else evolves. If we're accused of something, we use reframing instead of getting defensive. No matter the situation, we can choose to do this. How? We control how we show up, how we interpret words and actions, etc. Bob says doing this can get us 90% of the way to the results we want!
4. Communicate with Both Tact and Empathy. Tact allows us to communicate in a way that diminishes resistance and increases receptivity. Empathy allows us to acknowledge the feelings of another person, even when we can't presume to know what they actually are. Acknowledging them creates a feeling of safety and of being understood, both of which are necessary for influence.

5. Let Go of the Attachment to Being Right – this opens you up to learning new ideas. The other party will see you're seeking the truth and not trying to make them wrong. This can help them to be less defensive and more open to your point of view.

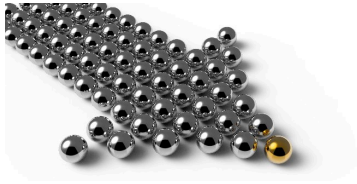
## IMPORTANCE OF INFLUENCE

Influence is an important topic in leadership, career management, sales, parenting and negotiating our way through the challenges of life! It's also one of the most popular topics we train and coach on.

Enerpace offers a program called "Got Influence? Advanced Communication Skills for Increased Impact". Hit reply if you'd like more details – we have a case study illustrating the powerful results a bank achieved with this program.

Have a great and safe Labor Day weekend -

Elene



**"A man will find that as he alters his thoughts towards things and other people, things and other people will alter towards him."**

James Allen (1864-1912)

British Philosophical Writer & Poet



## Leadership Learnings

### Persuading the Unpersuadable

Adam Grant, *Harvard Business Review*

How do you persuade a narcissist to change his mind? Or give her criticism in a way she can accept?

This great article highlights some examples where Apple leaders were able to influence



## Career Management

### 4 Ways to build influence at work, no matter your job title

Gwen Moran, *Fast Company*

.You don't need to be a senior executive to have influence. Who you are, how you behave, the work you do, and the impact you make all create your professional brand AND your ability to influence.

Steve Jobs through the years – AND how they did it!

This article has 4 reminders on how to create, and use, your influence wisely.

[Read More](#)

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## Upcoming Events & Enerpace News

We are excited to introduce to you the newest member of our Enerpace Team -- Dr. Tangi James-Boone!

Tangi is a Leadership Development Consultant and a Professional Certified Coach. She's already added so much to our team with her experience and wisdom.

Tangi's commitment to excellence meant she fit right in and is helping us create Extraordinary Leaders, Extraordinary Teams and Extraordinary Companies!



[Read More about Dr. Tangi James-Boone](#)

In September, Elene will be speaking at the Growth-Drive Summit - part of a panel discussion on "Unlocking the Leadership Challenge". If you want to create an excellent company with increasing value, you need to elevate the leaders and teams. Learn how to unlock 'Leadership as a Value Multiplier' to maximize the value of your organization!

Join us in beautiful Charleston, SC! Learn more below.

[Learn More and Register](#)

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## Enerpace Expert

**A philosopher's 350-year-old trick to get people to change their minds is now backed up by psychologists**

Olivia Goldhill, *Quartz*

Pascal is known as a brilliant mathematician, but it turns out he was a master influencer too.

Check out his techniques for swaying others from their fixed point of view – and check out all the parallels with Bob Burg's *5 Principles of Influence!*

[Listen Here](#)



## Great Books

**100 Proven Ways to Acquire and Keep Clients for Life: The Path to Permanent Business Success**

by C. Richard Weylman

While Bob Burg has authored several books himself, he shared some books by others that have helped shape his thinking and changed his life. Here's one of them to help your business.

[Read More](#)

**The Only Way to Create an Exceptional Company is  
By Elevating Your Leaders and Teams. That's What We Do.**

**We have Solutions for Individuals, Teams & Entire Companies**

Go to [Enerpace.com](http://Enerpace.com) to request a complimentary consultation or contact us at #630-832-4399 or [mail@enerpace.com](mailto:mail@enerpace.com)

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