

Lake Oswego Rotary

INCREASING YOUR “IQ” (Influence Quotient) ©

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INFLUENCE VS. AUTHORITY

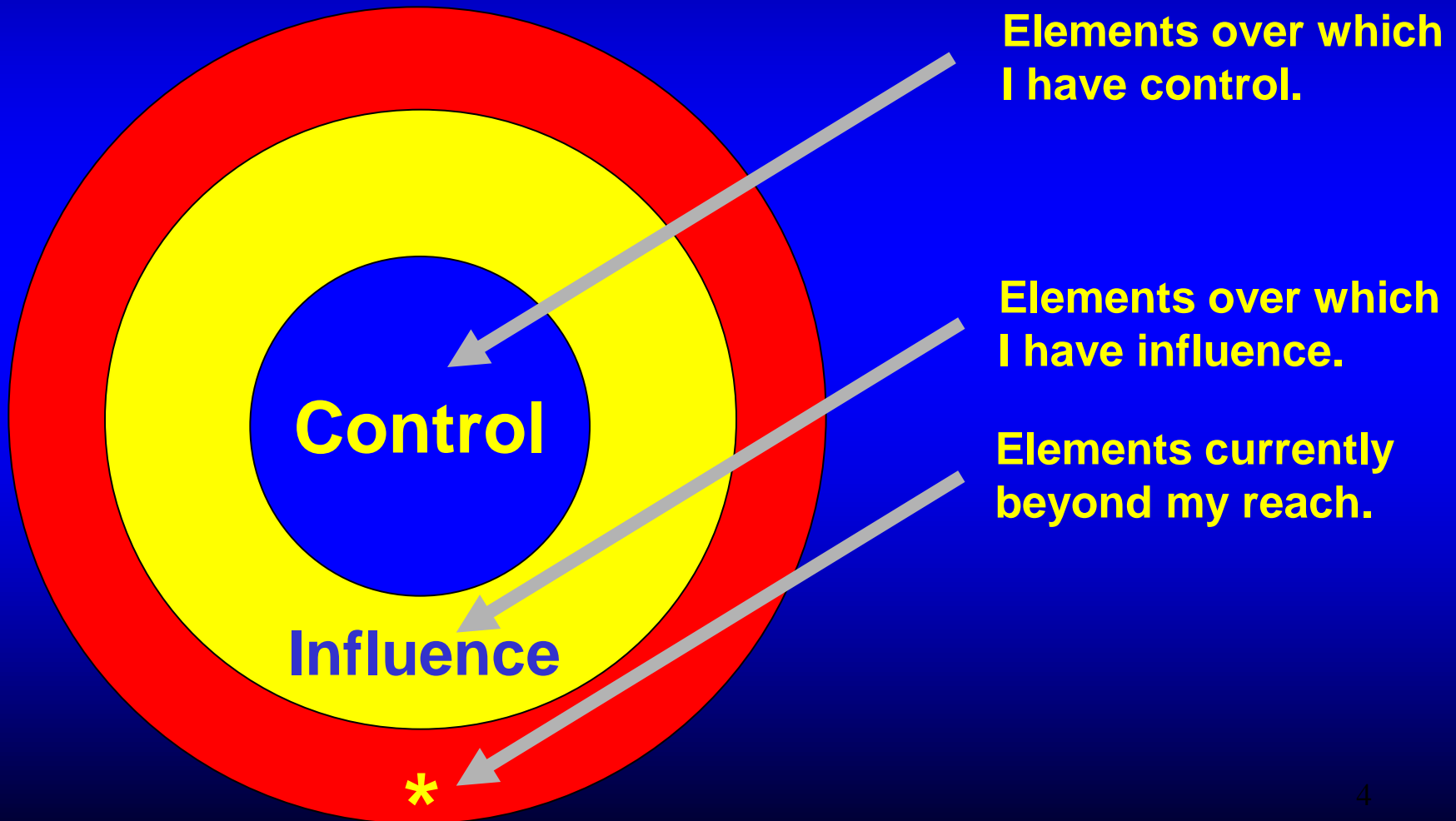
- **How might influence be more advantageous over authority?**

Use your authority sparingly, and use your influence generously!

*“Never doubt that a small group
of thoughtful, committed citizens
can change the world;
indeed, it is the only thing that ever has.”*

Margaret Mead

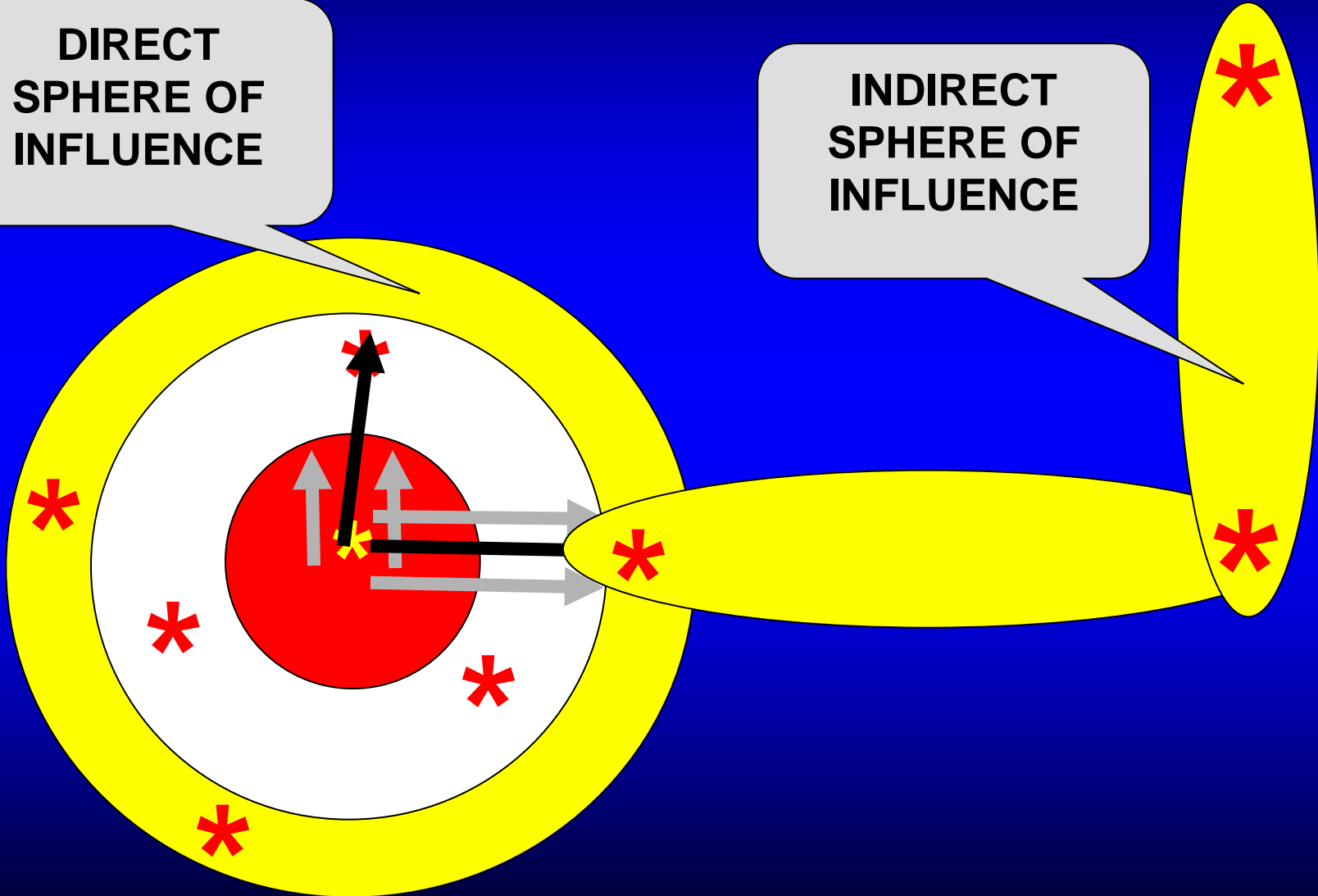
Sphere of Influence



EXPANDING YOUR SPHERE OF INFLUENCE

**DIRECT
SPHERE OF
INFLUENCE**

**INDIRECT
SPHERE OF
INFLUENCE**



***“You can have everything in life you want
if you can help enough other people
get what they want.”***

Zig Ziglar

Life Influencers

1. Who in your life has positively and significantly influenced you?
2. What qualities in them brought out the best in you?

INFLUENCE

How can I become
even more influential –
in a positive way?

The 7 Strategies for Increasing Your "IQ:" (Influence Quotient)

- 1. Increase your value**
- 2. Increase your rapport building skills**
- 3. Focus on the matters that count – and get results.**
- 4. Integrate logic, intuition, and emotion.**
- 5. Increase your positive visibility in service to others**
- 6. Create giants of others**
- 7. Reinvent yourself**

THE "3-Rs" OF RENEWAL

Renewal: Raising the Bar

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Regression: Retreating to the Familiar

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***“Ask yourself this daily question:
How would the person I want to be
do the thing I’m about to do?”***

Jim Cathcart

NOTE:

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If you are interested in team development, executive coaching, board retreats, or keynote speaking, contact us at 503-635-3963 or eric@allenbaugh.com.

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