

3 Ways to Influence



HEAD

- Be specific, practical, & offer sensible goals.
- Are you providing step-by-step detail?
- Are you providing the numbers, the evidence?



HEART

- What can we do so that both of us get something out of it?
- How would you consult with others who have a lot of power to get their buy-in or speak on your behalf?
- What sort of ideas can you bring to the table that you can offer a person in return for doing something for you?



HANDS

- Think about what you can do to build connections through harmony & teamwork.
- How can you share your vision & link it with a person's own values and beliefs?
- How can you tell someone they are capable of what you are asking?
- What are ways to tap into a person's sense of service or desire to be attached to an outcome?

