

Mastering Influence – Module 1 Exercises and Homework

1a) – What would a recommendation from one highly influential person be worth to you?

- What opportunities are you seeking?
- What's the monetary capacity of your business?

1b) - In what area do you want to hold influence? Describe the topic of influence and note if it is related to your work, your passion or both.

2) You are in your current line of work because:

- a) It makes you money; or
- b) It's your passion and you love helping people in this way;

If you answered a – money, please do exercise 3

3a) What is your passion?

- What do you most love doing
- What are you really good at?
- What's the biggest frustration you've ever overcome
- If you could do one thing to better the world, what would it be?

3b) Finding the meaning in your work. Consider the following options:

- Find what you love about what you do
- Change what you're doing now?
- Holding influence in your passion, to eventually shift that to being your work / business

4) Clarity - In the area you want to hold influence,

- What problem do you solve for others?
- Do they know they have this problem?
- If not, what would they say the problem they have is?
- Who is your audience?



5) Commit to the area you want to hold influence in for the duration of this course.

Index Card – “I am influential in (topic) . I am passionate, confident and focused on helping (audience) solve (problem) .”

Homework – Self-reflection

List your specific behaviors around authenticity to stop and start.

Daily, notice how you’re doing.