Get Results

3 Essentials for Leading Quality Excellence
Forbes Coaches Council Member
Certified Career Growth Executive Coach
Certified DISC Strengths Coach & Consultant
Published Author & International Speaker
Influential Leadership

Are you looking in the right place for your leadership superpower?
“You seem intelligent, capable, level-headed, and mature. That’s a shame because I was really hoping you’d fit in here.”
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What really drives your influence?

Core Values
1. Self-Awareness
2. Your Superpower
3. Your Style
4. Your Drivers

Credibility
1. Authenticity
2. Trust & Integrity
3. Dependability
4. Stability & Agility

Continuous Growth
1. Invest in Self
2. Growth Strategies
3. Team Development
4. Feedback & Application

Communication
1. Priorities & Goals
2. Actions & Follow Up
3. Clarity & Simplicity
4. Methods & Means

Connection
1. Relationships
2. Empathy (EQ)
3. Relatability
4. Community

Maintenance
1. Maintenance
2. New People Practices
3. Personal Brand
4. Support Structure
What I Know for Sure:

1. Anyone can pivot into influential leadership.
2. You must learn how to lead yourself first.
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WHAT WE’LL COVER TODAY

1. **Discover your roadblocks** to influential leadership so you can stop wasting time and unlock your potential.

2. Reveal the **biggest leadership myth** that clutters your mind so you can focus on achieving real results, right away.

3. Develop a **simple credibility building formula** to fuel your influential leadership.
Discover your roadblocks to influential leadership so you can stop wasting time and unlock your potential.
What are your roadblocks to leadership?
Ego-Trapping Assumptions

• I need a position/title/credential to lead other people well.
• I’ve been this way for XX years, people will just have to adjust to my style.
• I’m an expert in my field so my reputation should proceed me.
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people don't care how much you know until they know how much you care

It’s not how MUCH you know that matters
Insecurity - Trapping Assumptions

• I’m just average, why would anyone listen to me?
• I’m not a natural leader or an extrovert.
• I don’t want to fail or look stupid.
• I’m not good enough to lead others.
• No one listens to me NOW, so ...
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Whether you think you can or whether you think you can't, you're right.
— Henry Ford

We are often our own worst enemy
The BIG Question:

“How can I influence other people that don’t HAVE to do what I say and aren’t held accountable to the metrics I have to produce?”

- Maria Barringer, QA Manager at Mesa
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People won't go along with you unless they can get along with you.
– John Maxwell

Your character & communication style is critical
Reveal the **biggest leadership myth** that clutters your mind so you can focus on achieving real results, right away.
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The problem is we communicate from the inside out and develop ourselves from the outside in ... 

THAT’S BACKWARDS
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We are so wrapped up in education, certifications, credentials, training, years of experience, and how much skills we have we forgot that it’s

NOT ABOUT HOW MUCH YOU KNOW
One Hard Fact: All true growth starts inside
Leadership Myths

**Here’s what usually doesn’t work:**

- Working harder, later, or longer.
- Trying to be the best, or overachieve.
- Prescribed training or certifications.
- Biding your time and waiting.
- Focusing solely on your technical skills.
- Waiting for a promotion to prove you’re ‘good enough’ to lead.
3. Develop a simple credibility building formula to fuel your influential leadership.
Am I willing to invest in my influential leadership?
Influential Leadership isn’t complex
CHARACTER
CREDIBILITY
COMMUNICATION
Personal Growth = Career Growth

We are all focusing on the external

In order to see real results in your career growth, fulfillment, or life itself...

You have to focus on developing your CHARACTER
Simple Growth Formula

CHARACTER

• Be open to growth & willing to change.
• What are your core strengths?
• What is your communication style?
• How do other perceive you?
• What drives you? ... No, REALLY?
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"I learned working with Erin is that improvement starts with improving self-awareness”

Steve Fein
Sr. Manager, Business Processes & Internal Controls
Simple Growth Formula

CREDIBILITY

• Commit to intentionally & consistently grow as a person.
• *Consistently* demonstrate the characteristics inciting credibility.
• Live according to the ethics and natural laws that glue our society together.
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1. Be authentic
2. Ask questions
3. Ask for help
4. Listen
5. Follow through
6. Invest in yourself
7. Invest in others
Simple Growth Formula

COMMUNICATION

Communicate from the outside in ...

In other words, craft your message with other people in mind.

Develop your emotional intelligence for amazing results!
It can be hard work *keeping things simple*
Your Formula

A Consistent, Continual Approach to Developing your Influential Leadership

What can you do right now?
A Peek Inside

- **Self-awareness** = identifying your core strengths, gaps, expertise, interests, self-limiting beliefs.
- **External awareness** = identifying other’s personalities, likes & dislikes, expertise, interests, and opportunities.
- **Career growth** = All this + identifying your life priorities, your drivers, and what you want to achieve in this life.
“A major source of unhappiness in the world is people settling for what is passable, instead of reaching for what is possible.”

- Ian Percy
Questions?

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