

LEVEL UP YOUR INFLUENCE

5 LEVELS OF LEADERSHIP : EP23 (Doc 1 of 2)



LEVEL 5 : PINNACLE (*highest level*)

Your influence transcends the task and the organization because of what you represent. You leave a mark wherever you go with the leaders you develop and inspire. This is an aspirational goal that requires a natural gift — think Mother Teresa, Martin Luther King Jr. or Abraham Lincoln — and a reminder that your journey never ends.

LEVEL 4 : PEOPLE DEVELOPMENT

People follow you because your leadership has fundamentally changed their lives. You invest heavily in your team and help them become high-level leaders in their own right. Accountability, collaboration and performance skyrocket.

LEVEL 3 : PRODUCTION

*People follow you because of the results you've achieved. You **empower your followers to achieve similar success**. This is the intersection of influence and credibility, where you become a true change agent! You and your team tackle big challenges to break through to new heights.*

LEVEL 2: PERMISSION

*You're building trust and forming long-lasting relationships with your team. Now, **they follow you by choice**. People seek your advice and counsel.*

LEVEL 1: POSITIONAL (*entry-level leadership*)

*Your influence is **based solely on your role or job title**. People follow you because they must, but haven't necessarily placed their trust in you.*



FORWARD
FOCUSED

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Where to Begin? Start Here.

The first step on your journey as a leader is knowing your current place and accepting that you have room to grow. Here are **10 INSIGHTS** to help you consider your influence and how to get to the next level.

- **Have you built on what you've learned?** *High levels of leadership are based on accumulated lessons.*
- **Would your followers agree with your ranking?** *You may be Level 3 with one person and Level 1 with another. Look at each individual relationship.*
- **Do your followers have their own influence over others?** *Where are they in their own development?*
- **You won't achieve greatness by doing the minimum.** *Leveling up takes time and commitment. Are you willing to put in the hard work?*
- **Will you lose trust if you don't hit goals?** *Your investment into your relationships should provide a safety net.*
- **Does your team have synergy?** *High levels of influence are like a championship run in the playoffs — you'll reach a momentum with your team that can't be beat.*
- **Speed of the leader = speed of the pack.** *Growing skills and relationships is a choice. Are you intentional about it?*
- **Can you improve? Will you improve?** *People naturally follow those who are stronger than themselves.*
- **Leadership is not a destination. It's an ongoing process.** *You may need to level down to continue growing forward. Are you willing to rebuild with the lessons you've learned?*
- **You can't climb alone.** *Maxwell says: If you think you're leading, but no one else is following, you're only taking a walk. Are you empowering others to grow, too?*

