



THE INFLUENCERS

Leadership is influence. It's the ability to persuade people toward a clear vision or a specific outcome. The question is, "How do you exert influence to achieve a God-given vision?" Common forms of influence include the following:



POSITIONAL INFLUENCE

The lowest form of influence is tied to the leader's title. The only thing a title does is buy a leader a little bit of time to prove what kind of leader he or she truly is. In that short window of time, wise leaders build influence that no longer requires the position or title to motivate team members.



EXPERT INFLUENCE

Some leaders have influence because of their expertise on a specific topic or in a certain field. They've delivered remarkable performance, and, as a result, people listen to them. This is often the case with sports figures and other leaders at the top of their industries.



RELATIONAL INFLUENCE

The people who have impacted us the most are usually those with whom we have the deepest relationship. As you build relationships with your team members, they will follow you not because they have to, but because they want to.



SERVANT INFLUENCE

This form of influence is rooted in the character and spirituality of the leader as the primary source for serving others. These leaders influence by the weight of who they are as individuals. People respect and follow them because of the depth of their integrity and spirituality, and their commitment to serving people, not themselves.

Jesus said, "A good tree cannot bear bad fruit, and a bad tree cannot bear good fruit. Every tree that does not bear good fruit is cut down and thrown into the fire. Thus, by their fruit you will recognize them" (Matthew 7:18–20). What kind of fruit does your influence exhibit?