

THE LEADERS JOURNEY OF **INFLUENCE**

written by Pushpa



A GUIDE TO
BECOMING A
BETTER LEADER

**FREE
EBOOK**



A Note from the Author

I have always had a "Vision of being Somebody, regardless of my upbringing and expectations as a woman in our culture, within me was an unstoppable desire to make a difference in the lives of people. I had no idea, what, when or how and was very unsure of where to start.

My leadership journey began early at the age of 5, as a role model in the nursery for the other children to help them be more confident in learning, playing and as young people.

The last 4 decades have not been an easy-going journey, but my faith and dreams pulled me up out of many despairing challenges of great confusion and hurt. These dark times

blessed me with powerful benefits which I continue to share with others so that they too can realise their significance and potential.

I continue to facilitate in Corporations, Government, Businesses, Professionals, Individuals and connect with communities around the globe to lead, challenge, inspire high class leadership that ignites transformation.

Pushpa

"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."

John Quincy Adams

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Introduction

“Each day you are leading by example. Whether you realize it or not or whether it’s positive or negative, you are influencing those around you.”

Rob Liano

Have you ever started out on a journey not knowing where you were going? As leaders, it is easy to want all the answers before we begin. If you have led for long you know certainty is intangible. Clarity and calling are what takes a leader from here to there.

Welcome to an introduction to
The Leader’s Journey of INFLUENCE.

A leadership quality where every leader must grow in if they hope to become mature leaders.

Leadership is influence, you must have the willingness to empower others, be courageous when you must be vulnerable, have a heart to care and the ability to inspire others to take action, to grow, to learn and develop. A person of influence has integrity with people. Abraham Lincoln was a man of principle and integrity. Not only is integrity your best friend, it’s one of the best friends that your friends will ever have, when the people around you know that you’re a person of influence with

integrity they know that you want to influence them because of the opportunity to add value to their lives they don’t have to worry about your motives if you look around, you’ll discover that there are people in your life who want to be fed with care encouragement recognition security and hope. This is called nurturing, something that comes in line with influencing. It’s a need that every human being has, if you desire to become an influencer in another person’s life, the way to start is by nurturing them.

Many people mistakenly believe that the way to become an influencer in the life of another person is to become an authority figure, someone who correct their supposedly wrong behaviours, reveal their weak areas they can’t easily see in themselves and give so-called constructive criticism.

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CHAPTER ONE

Influence is a MUST in Life!

No matter how successful you are now you still have dreams and goals that are waiting to be fulfilled and our desire is to help you realise those dreams to help you realise your potential, let's start by considering the following list of people, it's quite a diverse group but they all have one thing in common – what do you think that may be?

Winston Churchill, Sylvester Stallone, Princess Diana, Madonna, Mother Teresa, Pablo, Picasso
Adolf Hitler, Tiger Woods, Bill Clinton, Arnold Schwarzenegger

Have you figured out what all of them have in common? The answer is remarkably simple every one of them is a person of influence.

If you do not have influence you will never be able to lead others. Using John C Maxwell's example of the comparisons between Princess Diana and Mother Theresa, physically the 2 women could not be more different.

In their structure, their living environments, and their work it showed that they looked beyond that surroundings and challenges to deliver. I loved Princess Diana and was incredibly sad to learn of her accident in the early hours returning from my birthday dinner with my husband. Mother Theresa, I felt was my role model in what characteristics an ideal human being should have.

I had a vision of Mother Theresa a few years after my Mum passed, it had taken me a long time, through the tears, confusion, and unbearable pain to accept that she was gone. 5 Years after her passing, Mother Theresa's vision guided me to use all the pent up love that I had for

my mother, whom I could no longer give in the physical form but to go out and use it to lead, develop and help others grow enabling them to create better quality lives.

Even though I was already practising leadership in my roles at home, at school and in my job as a welder, I felt that now it was more of a divine and invigorating practice.

So, what was incredible? It was their ability to influence in similar ways. In a poll carried out in 1996, published by the London Daily Mail, Princess Diana and Mother Theresa were voted in 1st and 2nd place as the world's most two caring people. And my friends that can only happen if you have influence.

“Leadership and learning are indispensable to each other.” -John F. Kennedy

We all know that the whole world consists of others, except one person, YOU! Right?

Many of us are aware that Leadership is about influence and as individuals, research has shown, we influence others a minimum of 10,000 hours during our life span.

Q. Knowing this, how do you see yourself influencing others as a Leader, Greatly or not So Greatly?

Q. Are your characteristics powerfully strong in the right way as it must be for a Leader?

“Do not follow where the path may lead. Go instead where there is no path and leave a trail.”

Ralph Waldo Emerson

CHAPTER TWO

2 *Positions or Titles of influence.*

A true leader is a person whose influence inspires people to do what is expected of them to do. You cease to be a leader when you manipulate with your egos instead of convincing by your inspirations. -Israelmore Ayivor

Misconception in today's world about Leadership is that people assume those who have impressive titles or are assigned a position are authentic Leaders.

Now in some cases, that maybe true, however in reality, Influence has to be earned, the title or position may buy you time, but you have to continuously nurture and grow the leadership qualities that strengthen your ability to influence, otherwise you are merely taking a walk. The bottom line is if you cannot influence others, then you are not a leader in the bigger picture.

Leadership is not about titles, positions, or flowcharts. It is about one life influencing another. -John C. Maxwell

Leadership is no way all about titles or positions, no one should feel obligated to follow leaders that do not have the best interest of others at heart. I wanted to make this point to you very clearly, that everyone is an influencer of other people, it doesn't matter who you are or what your occupation is, a politician such as a Prime Minister has tremendous influence on hundreds of millions of people not only here in Australia, but around the globe and entertainers such as Elvis Presley and Denzel Washington influence similarly. Denzel Washington's speech at a graduation and on 'paying it forward' influenced many graduates, professors, and viewers around the world.

Ralph Waldo Emerson said, 'Every man is a hero and an Oracle to somebody and to that person whatever he says has an enhanced value'.

The aspects of life and four areas to regularly consider as a Leader of influence are
MENTAL - EMOTIONAL - PHYSICAL – SPIRITUAL

This area is expanded on further in other materials I have written. You can check these out in my online courses, social media, blogs and free weekly podcast.

'The most powerful moral influence is example. -Huston Smith

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CHAPTER THREE

Personal Influence and Integrity

I have been fortunate to having been delivering on my calling and WHY, in an influential leadership role since the age of 5, at my nursery school, although at that time I had not realised it. It gave me so much joy and I loved helping the other children have fun, learn to read, and write, but even better helping them to find their confidence to communicate with others. It was a wonderous vision and feeling when I saw the transformation.

I believe being a part of such a huge family, helping my mum at home with cooking, housework, looking after my young siblings, as well as working with her in her 3 jobs before and after school saw my maturity grow from a very early age, in fact I don't really remember being a child or doing stuff that a child may do, like having friends, going to play, having friends over. All I knew was that I loved being with mum as much as possible, which could only happen when I was there to help her, as she was looking after 14 of us and there was hardly any one on one time.

If there was the strongest Leader that I had ever come across it was my mum, and I will share her greatest Leadership qualities in other platforms. Later my personal leadership continued to grow at home when my mum died at the age 42. I was in my first year of high school turning 11. The hardest thing was taking over her role, being the 3rd youngest of 12 children and my father, who became a recluse after her passing. It was the saddest, darkest loneliest and most confusing time in my life. But I did not let that compromise my ability to lead and influence, from being awarded 'Young Entrepreneur' at the age of 14 right through and beyond my first job as a welder at the age of 16 and then at 18 marrying my beloved soul to immediately operating a business that continued to expand in branches and other retails areas, as well a starting a property portfolio.

Who was to know that destiny was going to put me in another dark pit and my husband passing away 17 years later, This is another leadership story that I expand on further, specifically on the crucial highs and lows of surviving life as a young widow with young children, no direction other than her faith from within, who had lost everything including, other than a handful, so called family, friends and faced many system failures.

For me having a clear conscience is crucial as I want to ensure that I always do the right thing, especially if I am in public because anyone there might know me. I think that is what a lot of people don't think about as they cut corners in life who will ever know they say to themselves but the truth is that other people do know and more importantly even if you cover your tracks really well and they don't know what you're up to, you do and you don't want to give away or sell your integrity for any price. People today think when it comes to integrity, they don't have to practice, for many Leaders, they don't know what the word means. , it no longer appears to be the norm and when confronted by an example of honest character in action many people seem shocked.

Common decency is no longer common, genuine integrity is not for sale. You can see character issues coming up in every aspect of life the need for integrity today is perhaps as great as it has ever been, and it is essential for anyone who desires to become a person of influence. If you can't trust a person at all points you can't truly trust him or her at any point that's why it's crucial to maintain integrity by taking care of the little things. Many people have a misunderstand that they think they can do whatever they want when it comes to the small things because they believe if they don't have any major lapses they're doing well, that's not the way it works Webster's new Universal unabridged dictionary describes integrity as adherence to moral and ethical principles soundness of moral character.

Honesty ethical principles are not flexible, a little white lie is still a lie theft is theft.

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CHAPTER FOUR

Dreams with Influence

Coming back to the present, my Leadership training via digital, speaking seminars, online courses and videos, impact hundreds of thousands of individuals and families each year and their business continues to grow but more important to them they are sharing their strong values and faith with people that they influence in all corners of the globe.

Until my last breath I would like to be doing all I can to add value to the lives of everyone I can possibly touch online or personally. To make your dreams and desires, you must explore on becoming a positive influencer. Positive influencers understand people's needs for a sense of belonging and do things that make people feel included, for example, parents make sure their children feel like important members of the family, spouses make the person to whom they are married feel like a cherished equal partner and superiors let their employees know that they are valued members of the team.

Great leaders are particularly talented at making their followers and those they influence feel that they belong. Napoleon Bonaparte for example was a master at making people feel important and included, he was known for wandering through the camp and greeting every officer by name as he talked to each man he would ask about, his hometown wife and family. This gave them a sense of belonging, it's no wonder that his men were devoted to him. I don't know exactly what your dream is in life or what kind of legacy you want to leave but if you want to make an impact you will have to become a person capable of influencing others. There is no other way to effectively touch people's lives and if you do become a person of influence then maybe someday when other people write down the names of those who made it, prints in their lives, your name just might be on that list.

Conclusion

If you desire to be successful or to make a positive impact on your world you need to become a person of influence without influence there is no success for example if you're a salesperson wanting to sell more of your product you need to be able to influence your customers.

Ralph Waldo Emerson said 'trust men and they will be true to you treat them greatly and they will show themselves great, become a believer in others and even the most tentative and inexperienced people can bloom right before your eyes.

As Leaders of influence, expressing that belief when you have faith in yourself, will make it is easy to for you to have faith in others and for them to have faith in you as a Leader in any role in life.

Here are a few questions for you to ponder regarding your level and ability to influence others. Go through the questions in depth, from the heart, be honest and truly grow to influence lives.

1. Have you worked for a Leader you Loved, Who & When?
2. Why did you love them?
3. How could I free up more time to order my heart and work on my leadership character?
4. What needs to change for me to lead with love and add greater value to those I lead?
More diligently
5. Have you ever influenced others that you are aware of, if so how?
6. What are some important beliefs about life for you?
7. How do you treat others?
8. What do you believe about people?
9. Where would you be taking those, you influence?
10. Leaders need humility, compassion, resolve, honesty, and courage, do you have what it takes?
11. Do you have a heart that cares, how?
12. Do you have the ability to bring out the best in others, how?

*A few words from people
Pushpa has worked with*

“After one session with Pushpa, I immediately
felt at ease in the world.”
Jannah D

“It was an insightful experience which
gave me clarity, an important ingredient
to successfully lead my team.”
P. Saxby

“Working with Pushpa and
Leaders By Design has been
Nothing short of inspiring.”
Dre



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