

EntreLeadership®

12 Days of Influence

A Leadership Challenge to Help You
Grow Your Influence and Lead Better

- Day **1** Assess your rapport.
- Day **2** Throw a football.
- Day **3** Get to know someone's story.
- Day **4** Assess your credibility.
- Day **5** Close an outstanding commitment.
- Day **6** Choose three areas to start winning in.
- Day **7** Assess your trust.
- Day **8** Ask for feedback.
- Day **9** Have an excuse-free day.
- Day **10** Assess your influence.
- Day **11** Give thanks.
- Day **12** Unlock someone's potential.

Challenge

In Progress

Completed

Day 1

Assess your rapport.

Circle your answer for each statement below.
When complete, add up the individual numbers to get your baseline score.

	Never	Rarely	Sometimes	Usually	Always
I make time in my schedule to connect with others.	1	2	3	4	5
I respect the boundaries of others.	1	2	3	4	5
I put myself in others' shoes.	1	2	3	4	5
I deal with issues in a positive way.	1	2	3	4	5

Total Baseline Score

Now What?

Write down one action step to improve on your lowest score above.

“People don’t care how much you know until they know how much you care.”

—Theodore Roosevelt

Day 2

“Throw a football.”

Brainstorm some ways you can spend time with your team having fun.
Pick the best one, then get it scheduled or (better yet) DO IT today.

Lessons Learned:

My Biggest Blocker:

My Next Actions:

My Aha Moment:

“Personal relationships are the fertile soil from which all advancement,
all success, all achievement in real life grows.”

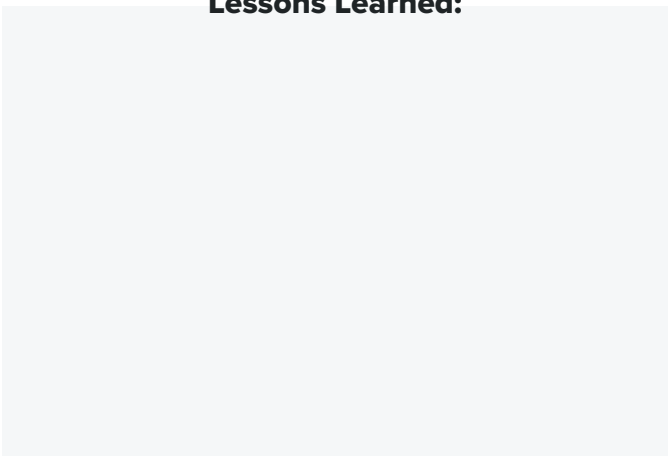
—Ben Stein

Day 3

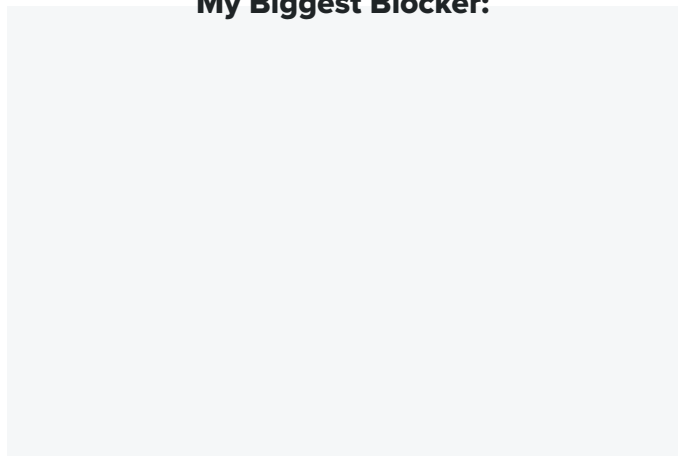
Get to know someone's story.

Take a few minutes to ask a team member about themselves.

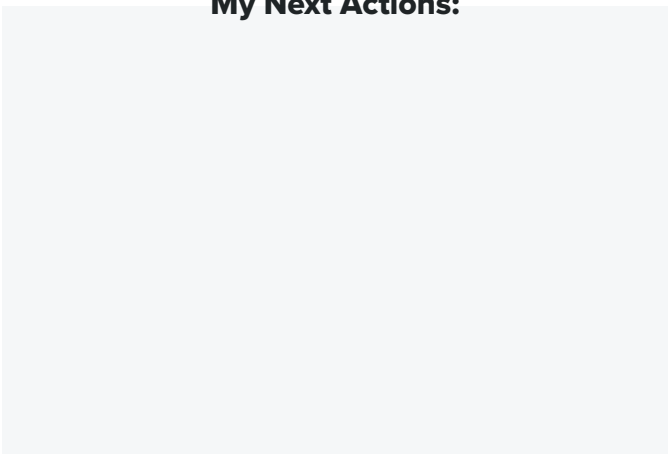
Lessons Learned:



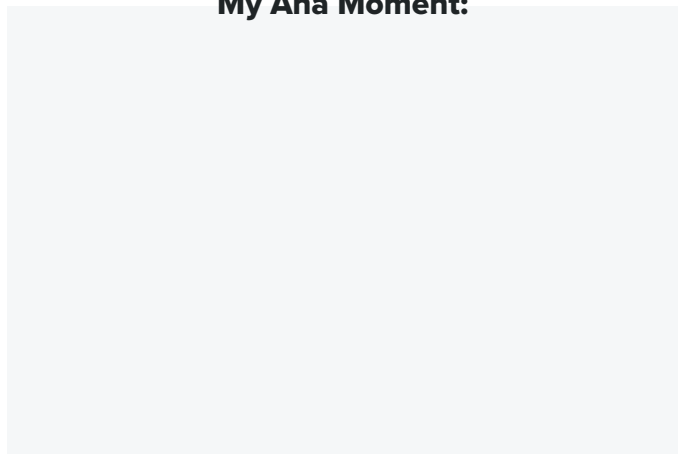
My Biggest Blocker:



My Next Actions:



My Aha Moment:



“You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you.”

—Dale Carnegie

Day 4

Assess your credibility.

Circle your answer for each statement below.
When complete, add up the individual numbers to get your baseline score.

	Never	Rarely	Sometimes	Usually	Always
I consistently keep my commitments.	1	2	3	4	5
I execute on ideas and get results.	1	2	3	4	5
I intentionally take time to learn.	1	2	3	4	5
I spend time getting to know my team.	1	2	3	4	5

Total Baseline Score

Now What?

Write down one action step to improve on your lowest score above.

“Credibility is a basic survival tool.”

—Rebecca Solnit

Day 5

Close an outstanding commitment.

Complete or schedule one commitment you've made by the end of the day.

Lessons Learned:

My Biggest Blocker:

My Next Actions:

My Aha Moment:

“Keep every promise you make and only make promises you can keep.”

—Anthony Hitt

Day 6

Choose three areas to start winning in.

Identify three areas you know you should be winning in, then do something today that will move you closer to success in the top one.

1

2

3

My Biggest Blocker:

My Next Actions:

My Aha Moment:

“Where attention goes, energy flows and results show.”

—T. Harv Eker

Day 7

Assess your trust.

Circle your answer for each statement below.
When complete, add up the individual numbers to get your baseline score.

	Never	Rarely	Sometimes	Usually	Always
I acknowledge weaknesses and talk about them.	1	2	3	4	5
I focus equally on results and relationships.	1	2	3	4	5
I'm open to new ideas.	1	2	3	4	5
I ask for second opinions.	1	2	3	4	5

Total Baseline Score

Now What?

Write down one action step to improve on your lowest score above.

“When the trust account is high, communication is easy, instant and effective.”

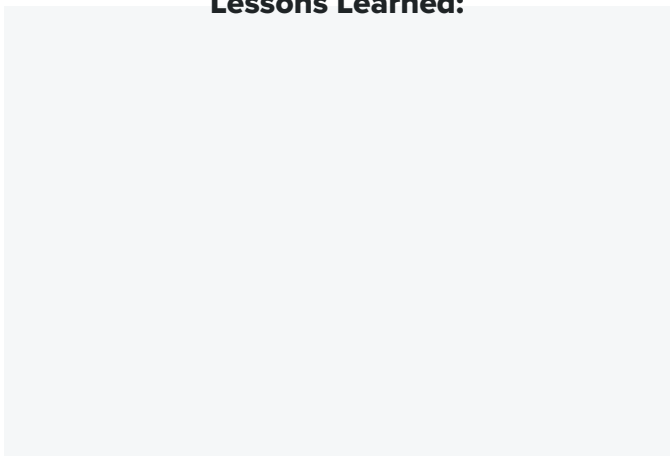
—Stephen R. Covey

Day 8

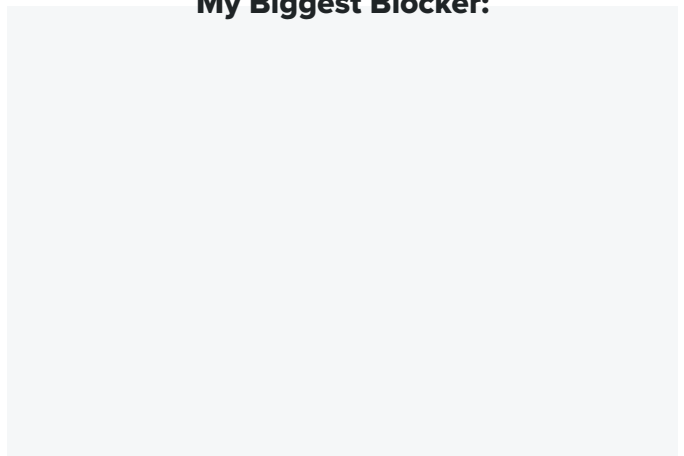
Ask for feedback.

Take time to ask for specific and honest feedback about yourself from one of your team members. Make sure to communicate that the feedback can be offered without fear of any negative repercussions.

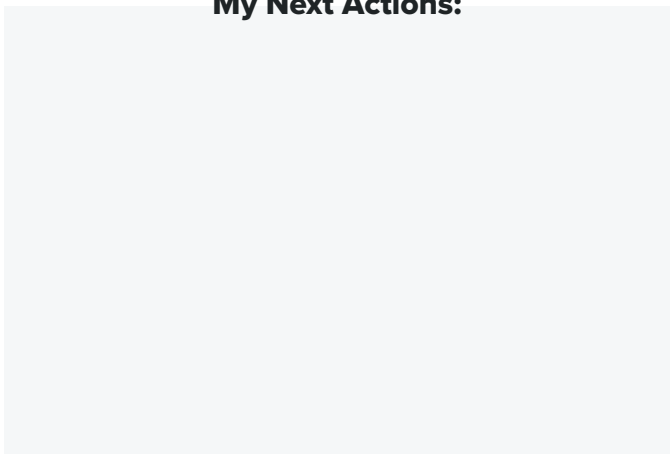
Lessons Learned:



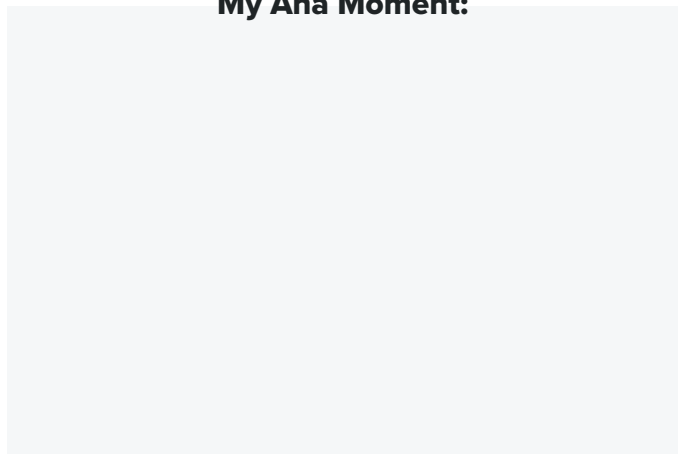
My Biggest Blocker:



My Next Actions:



My Aha Moment:



“Feedback is the breakfast of champions.”

— Ken Blanchard

Day 9

Have an excuse-free day.

One day, zero excuses. We bet when you spend less time making excuses, you'll find much more time to actually get things done.

Lessons Learned:

My Biggest Blocker:

My Next Actions:

My Aha Moment:

“He that is good for making excuses is seldom good for anything else.”

— Benjamin Franklin

Day 10

Assess your influence.

Circle your answer for each statement below.
When complete, add up the individual numbers to get your baseline score.

	Never	Rarely	Sometimes	Usually	Always
I take initiative	1	2	3	4	5
I communicate my vision.	1	2	3	4	5
I'm instrumental in creating change.	1	2	3	4	5
I'm an expert in my position.	1	2	3	4	5

Total Baseline Score

Now What?

Write down one action step to improve on your lowest score above.

“The key to successful leadership is influence, not authority.”

—Ken Blanchard

Day 11

Give thanks.

Write a thank-you note to someone who has been influential in your career, explaining exactly how they have positively impacted your life.

Lessons Learned:

My Biggest Blocker:

My Next Actions:

My Aha Moment:

“There is no man living who isn’t capable of doing more than he thinks he can do.”

—Henry Ford

Day 12

Unlock someone's potential.

Pick one person on your team and tell him or her why you see potential in them.

Lessons Learned:

My Biggest Blocker:

My Next Actions:

My Aha Moment:

“Leadership is unlocking people’s potential to become better.”

— Bill Bradley