

THE RENEGADE LEADER[®]

Debora McLaughlin • The Executive Coach

Prepare to Influence! The Renegade Leaders' Influence Planning Tool

Before going into any high-stakes conversation that requires influence, use this simple tool to make sure you have your bases covered:

ACTION STEP	NOTES	KEY MISTAKES
Set a clear goal.		Going in with one's gut instinct instead of a clear goal; setting a fuzzy goal; setting a goal that is too ambitious for one meeting; setting the wrong goal for the situation.
Assess the situation.		Failing to consider ALL of the reasons, incentives, and factors that can influence the other person in this situation; failing to consider the other person's motivations.
Choose the right approach.		There are at least FOUR strategies that work in different situations, yet most leaders rely on only one.
Structure the approach.		Many leaders wing it, without planning out how the conversation might go, the best opening, how to respond to objections, and what to do if presented with new information.
Plan for the worst.		Some leaders stay in a meeting that is going poorly, instead of taking a break; failing to plan for what can go wrong.
Rehearse		Rehearsing a high-stakes conversation with a coach can improve results exponentially; failing to rehearse reduces the chances for a positive outcome.

EXECUTIVE COACHING • LEADERSHIP DEVELOPMENT • CONSULTING

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There is an art and a science to influence, to knowing the right conversations to have with others in order to get results, while still keeping the relationship strong.

The Renegade Leader Coaching & Consulting Group specializes in helping leaders, managers, and up-and-coming talent be more influential. We bring you a six-part approach that helps you go from goal to result, and position yourself in the most powerful and effective way. Contact us at 603-324-7171 or request a meeting at www.therenegadeleader.com.

Once you learn our process, you will be pleasantly surprised at how easy it becomes to get things done, get everyone on the same page, set high expectations, and reduce the hassles that you face every day.

You can't be seen, heard and noticed without being able to influence.

Call us today if you want to build your influence abilities. It's not about manipulation, it's about sharing your vision, getting your ideas accepted through an organization and igniting the spirit of influence so that others can step forward with to let their light shine too!

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One Tara Boulevard, Suite 200 | Nashua, NH 03062 | 603.324.7171 | www.therenegadeleader.com