

Ep #75: Leading with Influence



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Angela Kelly

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Hello, Empowered Principals, welcome to episode 75.

Welcome to *The Empowered Principal Podcast*, a not so typical, educational resource that will teach you how to gain control of your career and get emotionally fit to lead your school and your life with joy, by refining your most powerful tool: your mind. Here's your host, certified life coach, Angela Kelly Robeck.

Well hello there, how are you, my lovely school leaders? Happy June. I'm so excited for summer. Are you guys doing the June dance? I am doing the June dance because it has been cold and rainy and foggy and stormy for months and months and months. And this California girl is just not having the cold weather. So I am looking forward to summertime.

And for you guys, June is a really exciting month because, if you're not done with school yet, you can definitely see the finish line. Testing has wrapped up. The end of the year activities are so much fun. They're in full swing or they're winding down for you. Spring is finally turning warmer, I hope, for you all. And I hope that you are anticipating a much-needed and welcomed break for you and your body.

Isn't it funny how just the thought of summer sends us into complete elation, even when technically school is still in session? I love that feeling of anticipation. And that is an example of how we know that our thoughts, not our situations, create our emotions, because that's what the feeling of anticipation is, right?

Our thoughts about summer break approaching and all of those images of whatever it is you love to do in the summer – like for me, it was getting to sleep in a little bit, having the warm weather and the warm sunny days, those long lazy days at the pool. I used to take Alex across the street to my neighbor's house. She had a beautiful pool in her back yard and she let all the neighborhood kids use it at any time. So we spent our summers over

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there. It was a blast. And I loved going home back to Iowa to see my family and trying to take Alex on vacation.

So we just loved, loved summer. I'm sure that you do too. And just the thought of summer gives us that pep in our step to make it through to the end of the school year. So you don't have to be on break to feel the effects of summer break. Isn't that super cool? I love that.

And, you guys, here's the secret to life – this is what I believe is the secret; the more resolved you are in believing that your thoughts create your results, the more power you will have in your career and in your life to create a lifestyle that you love. And the sooner you choose to analyze your thoughts and consciously redirect those that aren't serving you, the sooner you can have more influence as a leader, and ultimately change the way you think and approach teaching and learning and education.

I listen to other podcasts and read articles from a variety of different publications. And whether it's a podcast geared towards teachers or an article in the New York Times about education, everyone on the planet is saying that education is way overdue for an overhaul and an upgrade.

Talk to just about anyone and they will agree that education is not keeping up with the pace of the rest of our society. We can't continue to educate students in the same way that we've been doing for 100-plus years. Our society has evolved. The way we access information has evolved. And the way we work and contribute has evolved.

The birth of the internet has shifted the way we work from factories and cubicles to entrepreneurship and flexible mobility. Anyone can create an income if they've got a laptop and a phone. It's time we start preparing our students to work in these new ways. And I believe the way we actually do this is by learning how to manage our thinking so that we can teach our teachers and our staff members how to manage their thinking so that they

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can then teach their students how to manage their thinking. And then we can show parents how they can manage their thinking.

And what's crazy about this approach is that we have the most control over it of any other approach out there. The way we're currently approaching education feels like it's out of our hands. It feels like it's happening to us. It feels like it's out of control, out of our control.

If we just started practicing this one thing, that thought work and mental management and mindset, then we are going to evolve as school leaders, which then includes evolving our influence on other people. And what's also extremely – on the other hand, what I want to say about this is how it's also extremely difficult, this approach to mind management, is that questioning our beliefs and fully letting go of what we believe about ourselves and others, especially when the thoughts are beneficial to us in some ways, like they work a little bit so we hold onto them, to honestly have to let fully go of those, it's really, really hard.

People who have a decent life don't want to let go of a decent life to have to pursue an excellent life. I think they say the enemy of great is good. So when we have something that's pretty good in our lives, it's hard to let that go. And it's really hard to let go when it's working and we have to let go of everything in order to evolve onto that next level of leadership.

It requires us to feel discomfort and intense emotions. And people say they want change in their life, but when they realize how much it requires of them to believe different thoughts, we resist.

It forces us to have to act in new ways. And when we do that, we get all wonky and we fall back into old habits and patterns. It's very natural to do that. We must be able to be willing to experience the discomfort that comes with change. Children do it much easier than adults do because we've

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worked our way up to try and be in our comfort zones, when in honesty, the way of life is through the discomfort zone.

And once you learn how to do this, anything, and I mean anything, is possible. And I say this to kick off our month on influence, because in order to have influence, you must be willing to constantly evolve your thoughts and identity over and over again.

The person you were as a beginning teacher is not the same person who is a veteran teacher. The person you are now as a new school leader is not the same person you will be as you evolve your thoughts and your approach on school leadership. Or perhaps you're a veteran leader already who's interested in pursuing a new career, or you're really wanting to take your leadership to the next level but you're afraid to do so.

You will have to go through a complete identity change in order to become the person who pursues that new career. And those who are the most happy and successful in their lives, these are people who are willing to continually step into the zone of discomfort in order to get what they want. They let go of the good in order to get the great.

So now, I want you to hear this. If you choose to analyze your life and the thoughts you're having about it and you decide you like where you're at, that is perfectly okay. I'm not telling you that you have to constantly be pursuing something. What I'm suggesting is that if your career or your lifestyle or anything about life or work is not exactly what you want, then the way to get there is through consciously choosing new beliefs.

For example, one of my clients is working on the way she thinks about the people she works with. It has been a serious struggle for her because she so deeply cares about other people. And she also deeply cares about how they think about her.

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She has had to allow herself to experience severe discomfort in the sense that she's decided to allow herself to feel the emotions of judgment, rejection, pain, embarrassment, and she's practicing letting go of all of those old belief systems; things like, I need to make other people happy, I don't want to disappoint others or let them down, other people make me feel bad, their behavior impacts me negatively, whatever, you know, her thoughts are.

And she has to practice letting go of those new beliefs because they aren't serving her. She's using them to buffer and protect herself from negative emotions, but in the process, she's feeling negative emotion. It feels really strange and out of place to try on new thoughts because it doesn't feel good.

It's very scary. It's very vulnerable. But I will tell you this; this person, my client, and I'm loving her to death, she is choosing to try on new thoughts, such as, I don't control how other people feel, my work is good enough, I'm not letting other people down, I'm in control of how I think and feel. She's trying on all these different thoughts and she's just playing around to see how they feel in different scenarios at work, and because she just no longer wants to believe that she's a victim of other people's feelings and actions.

And so, what I tell her is this; you already feel bad because you're choosing to believe that other people make you feel bad. Why not try believing that you're responsible for how you feel? Just give it a try. It's going to feel bad at first, but you're already feeling bad anyway, so the result you're going to gain by stepping into a new belief that's more empowering and becoming that person who no longer thinks other people have control over your emotions, it's, by far, more empowering and influential, which is what we're going to talk about today.

As my master coach says, all the time, and we have to be reminded of this, life is 50-50, no matter what. We're going to experience some positive

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emotion and some negative emotion, regardless of any circumstance in our life. So, why not choose to experience the negative emotion that gets us the result that we want?

And I completely agree with her. Let me just share with you guys quickly, for those of you who don't know me, I have allowed myself to experience extreme discomfort over the last two years of my life and I have had a complete and full identity change in who I am. I went from being single to married. I was married. I was single, married, divorced, single raising a child on my own, to being in a relationship, to not wanting to get married, to deciding to get married.

I went through that process. I went from being a parent of a child at home to one that's not away from me and in college. He's my only baby. And he's away from me, so that was an identity change. I went from being an employee of my district for 22 years to becoming self-employed. That is the ride of a lifetime by the way. So if any of you are interested in job shifting, please reach out. I know the process. I'm in it and I love it and it's a wild ride.

But I also went from becoming a homeowner into a condo owner. We sold our home. We used the money to build the business and to send my son to school. So we're now living in a smaller condo. I've learned tons about constraint in terms of my shopping, the way that I buy food, the way that I buy just products or things or clothing or shoes or whatever. I'm much more constrained because I don't have the space, and honestly, I just don't want my energy going to have to take care of all the things in my life and in my home. So I learned constraint in that area and it feels so good.

I also moved out of my neighborhood and out of the Bay Area, and I love the Bay Area. We're actually considering going back because my husband is commuting. And we became a Santa Cruz resident, which is a very, very different vibe than the hype and all the hustle and bustle in the Bay Area.

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So I did all of that in the span of two months. Now, let me tell you something; I had a private one on one coach for two years before I did that. I needed that coaching intensely in order to get my mindset wrapped around the changes. And once I latched onto that new identity, boom, tons of things happened in my life. And it went from good to absolutely amazing. And I am the product of what coaching is, what it looks like.

And all of those changes happened between June and August of 2017. I'm telling you guys, I felt like my entire identity as I knew it had been completely stripped away from me. And, to be honest, what followed those external changes in my life was a complete year of vulnerability. As Brené Brown calls it, it's a vulnerability hangover. And I just was left sitting there raw and amazed and, like, sitting in deep reflection on who I used to be, saying goodbye to who I used to be, and becoming who I now was, and looking into the future at who I still need to be, to become, in order to create and expand this service for school leaders.

I'm telling you, this will change education. And now that I'm in my second year of this business, I continue to open myself up into questioning who I am now and who I want to become, as a coach and as a businesswoman and as a service to all of you. The process does not end unless you decide to end it. So you are always welcome to live your life in your comfort zone, and there's nothing wrong with that, and plenty of people out there are playing that game.

But I, however, choose – and I want to encourage you to consider living this one life you have full out. Try out all the rides at the amusement park. Be adventurous, see where you can take yourself, and see what influence you can have on your school, on your staff, on your students, on education at large, and honestly, on yourself and on your own family.

It's amazing. And for me, it's so exciting to consider what is possible when we are willing to step into our full empowerment. It's not just about what's in

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it for us, although that is awesome and amazing and it has to start from there, it has to start from within and you have to have your own back, but really, the big picture is what it's all about and what's in it for those that we influence. And that's why you are in a position of influence.

And I apologize for this long introduction, but I felt it needed to be addressed because you will not be an influential leader if you aren't open to believing that the worst thing you can ever experience is an emotion in your body and that it is through the process of learning how to process emotion that you gain your influence.

So, let's kick off this month's theme on influence and discuss the following questions. What is influence and why do we want to be influential? Why do we struggle with influence? And how do we create influence?

So, what is influence? When we say we want to have in influence, what do we really mean? What is it that we are looking to do with influence? One of my favorite ways of thinking about influence comes from my business coach, Stacey. She says that having an influence is simply inspiring people into action.

As principals, it is our goal to inspire. We strive to inspire our teachers to take the actions that best serve their students. We want to inspire our students into the act of learning and being willing to fail and try and try again. We aim to inspire our parents into supporting their children and allowing them to pave their way and not having the bulldozer in front of their own path.

And influence is all about setting the stage so that others can take the actions that they need in order to be successful. Our job is to influence them so that they can lead the way to creating influence in their own lives.

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Now, one more thing about influence that I want to touch on before we dive deeper is that there is a very important distinction to make. Influence is not manipulation. Influence involves inspiring people into wanting and choosing to take action of their own accord and for themselves for their own benefit. Manipulation or control involved coercing others into action or using methods that make them believe the action they are taking is in their best interest when the interest is really of your own best interest. So we have to be very careful as leaders because it is easy to assume that it is our job to try and control the actions of our staff members.

And I know, we feel responsible for those actions because we're the leader, we feel like we should be in control and maintain this tight ship. But leading through intimidation, fear, and control, will not create influence. It will do the opposite. You might coerce or fear somebody into taking action, but they're not influenced and inspired by you.

For example, inspiring a teacher who's interested in administration to take a teacher leadership role so she can build up her experience is different than telling her that she has to take the position because she's the veteran teacher on the grade level and it's her responsibility or it's, you know, you're kind of guilting her into the job. Do you see how different that is?

When she wants to take it and you need somebody on it, it's a win-win. You want it to be a win-win. You want it to be in her best interests because eventually and ultimately, that experience is going to lead her up into a stronger leadership or a bigger leadership position, versus telling her you have to do it because I need somebody and you are the one and that's how it's going to be. Like, that does not inspire that person.

And I know most of us don't like to think that we would never consciously try to manipulate somebody, and the word manipulate does have a strong negative connotation, I understand that. But when I say the word manipulation, I mean something as simple as saying or doing something

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because you think it will make people like you or you think that it will serve – like it ends up serving you, filling that position and trying to get a job done that you can't do yourself and you need somebody to do it and they don't want to but you make them do it anyway. You know how that is, guys. We've all done it.

So, when you do or say something because you think it's going to make people like you, or for that matter, you don't say something or do something because of what others are going to think about you, that's a mild form of manipulation. You're trying to control what other people think, say, do about you.

Manipulation means that you're trying to adapt somebody else's thoughts and behaviors for personal benefit. Anytime you're taking an action based on how you think it will make people feel and think about you or because you want them to act in a certain way, you are very gently and subconsciously trying to manipulate them. I want you to be aware of this difference.

When we talk about influence this month, we're going to refer to influence as inspiring people into actions that will positively impact themselves and others. So why do we struggle with influence? It's not uncommon to feel, as a leader, that you don't have a strong following from your team.

Most people don't feel that they have a strong following. Many of my clients will say that staff morale is low and they want to improve school culture but they don't know how or where to start because everyone on staff is doing it their own way. They're kind of talking nice in the meetings then going off and doing whatever they want. And they just don't seem to be on the same page with one another.

And I'm guessing that many of you can relate to this. And even if you do have a healthy culture, there are certain individuals who are going to go

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against the grain from time to time, and the school culture, just the team at large, is going to have periods of struggle, even in a healthy culture. Not that that's a bad thing. You want struggle because you can use it as an opportunity. But when it's a situation where you're not able to have open honest conversations, that's when it becomes that low morale and it starts to drag people down, right?

I believe the reason we struggle with influence is because influence is all about people and what humans seem to struggle with the most is working with other humans. Think about this, one of our biggest challenges as a school leader involves working with other people. We get frustrated with bosses who don't support us, frustrated with parents who are unreasonable, frustrated with teachers who won't follow our expectations, and frustrated with students who don't follow school rules. We have all of these, what my coach calls manuals, right, we have all these little manuals for how people should behave. And as educators, we are in the business of people all day long.

So it is natural that most of our stress stems from human interactions. And we're taught from a very young age that other people's behavior makes us feel a certain way. This belief is so dominant in our culture that it takes a concerted and a very intentional effort to practice believing that other people do not create our emotions. This is huge, guys. And this is truly an art. And learning this art of learning how to work with other people by managing the way we think about them, that is the key to building your influence.

So, how do you inspire others? If you buy into the idea that influence is inspiring others into action, then following the question is how; how do you inspire a team of teachers that have different ideas, different agendas, different opinions, different styles, different views? How do you motivate apathetic people who don't seem to care? How do you influence a staff that has low morale?

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These are all valid questions. When we think about trying to influence a group of people, our brain suddenly goes into confusion and overwhelm. Asking ourselves the question of how to influence a group means that we are having the thought that we should be influencing and inspiring everyone into action all at one time.

That's like saying you want every single student at your school to make a 50% gain on the state test in one year. Our brain goes into lockdown. It's like, how is that even possible? When we focus on influencing everything and everyone all at once, our brain will stop right there because it just does not see how it's possible. It's too big of a gap.

Believing that we have to influence all of the people all of the time all at once is why we struggle with influence. And again, influence is simply inspiring people into action, and people are inspired at an individual level. So the key is this; focus on one person at a time. Instead of trying to get to everybody and do everything and make influence happen, you know, at your school, at this grandiose level, simply focus on connecting with one individual person at a time.

Your goal is to think of one person on your staff and create a message just for them. It's like a love letter. If you were writing to one best friend of yours and you were sending them an email, you're just thinking about them. You're using the words and the language that you two use to communicate with one another and you're expressing yourself in a very particular way.

So when you're writing messages to your staff, hone in and just think about one member of your staff and create the message just for them. What is it that you want to say and do to inspire that one individual person? What is it that he or she needs to hear to get them to the next level? How can you be of service to them? Then, whatever that answer is, say that and do that.

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Now, when I suggest this, like, focus on one person, your brain is going to want to focus on your, quote en quote, worst teacher. I know it is because that's what my brain does. It wants to get in there and fix everybody, right? You want to take somebody – I know you're going to want to do this – you're going to want to take somebody who's not performing well or somebody who just drives you crazy, maybe it's a parent, maybe it's a district admin, who knows? But you're going to want to take that person who's not performing up to standard and influence them into greatness.

Now, this doesn't work for a couple of reasons. Number one, your thoughts about them being not a good teacher, not up to snuff, those thoughts have to be cleaned up first because they're going to impact how you approach inspiring that person into taking actions that will benefit them. Do you see that?

And number two, teachers who are struggling have their own thoughts that are impeding them from being inspired into different action; action that's going to make them a more impactful teacher. So, you want to start creating influence with some low-hanging fruit for yourself, especially if you're a person who is new to the position and you're lacking a little confidence, you want to have some small wins or some easier wins.

So think about a teacher who's already exuberant and positive. And that person, you know, somebody who's trying new things, they're willing, they're eager, they're jumping in and they have buy in very easily. You've got to have somebody on your staff that's like this. So think of that person and then create your message for them. Think about just them and target your messaging, your language, your energy to one person.

You will be excited while you create this message to them because you'll have the thoughts about that person and the energy that they have and your message will be heard and acted upon, which means you're going to

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feel influential. Therefore, the way you approach your messaging will be influential. Does that make sense?

So when you're thinking about somebody you love who is inspiring to you, your energy is going to rise. You're going to write your messaging from a state or you're going to have conversations from this engaged high-vibe state, which will then greatly impact and influence yourself, which will then influence them. So it's all about raising up your vibe.

The reason you want to start with somebody you believe is already a great teacher is because the foundation of leading with influence is for people to get to know you, to really get to know you, to like you, and to trust you. The members of your team who are consistently positive, open, and willing are the ones who you've most likely established a relationship with.

Leverage those relationships by connecting with these teachers on a regular and consistent basis. Run ideas by them and ask them for their feedback. Doing this shows your trust in them and your respect for them. People who feel respected by their leader will gladly follow them, especially if you take the time to build and maintain strong and safe and authentic relationships.

And I don't mean just that professional on the surface relationship. I mean, like, how are your kids, or asking them just about their day to day life and how are they doing and what do they need and how can you be of service; getting to know them, allowing them to get to know you and your kids and your life. That builds a really authentic, true, deep, consistent, safe relationship. And furthermore, your energetic teachers are often also well-liked by their peers on campus, so you can leverage the influence that they have with their colleagues to generate a campus-wide vision and action plan.

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Now, if you want to focus on a teacher that is struggling in some way, you can certainly do that once you've cleaned up your thinking about them. And what I mean by this is that you want to brain drain all of the thoughts you're having about that person. Your thoughts are opinions of that person, which we also call judgments, by the way. Yes, I know, no one likes to believe that they are judgmental. We all say we're not judgmental because it feels bad to believe that we're judgmental. But we're human, so guess what, humans judge. That's what we do.

But when you view your judgment as simply just an opinion, it can neutralize it. Like, I have an opinion about this person, that cleans up the thinking and it helps neutralize it. And cleaning up your thoughts about someone else involves getting all of your opinions about them onto paper and choosing some more neutral statements about them that are more factual in nature.

Instead of thinking, she has terrible classroom management, you can reframe it into, students continue to talk when she uses the quiet signal. Very neutral, it's more factual, it takes the judgment, the opinion out of it. You're simply stating something that you've observed. And this one practice alone can shift the way you feel about members of your team. It's a very, very effective technique. So give it a try. Use those reframes; brain drain and reframe.

Once you've neutralized your thoughts about them, then you'll find that it's much easier to determine how you want to approach them. Neutralizing our thoughts about other people helps you to humanize them in your brain and allows them and you to more readily approach those people with more understanding, curiosity, and compassion.

This approach will 100% of the time result in more influence than when you approach people with opinions and judgments. Do you believe me? I know

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you know it's true cognitively, but we need to practice it and we need to start with ourselves.

And the beautiful thing about it is that when you clean up your own thinking and you neutralize it, it works, and it feels so much better to you as a leader. It works every time, you guys. It's so awesome.

The goal here is to be authentic and real, share your stories, the successes and the failures. Be the example of what it's like to process emotions, let people see you being human. Listen deeply to others and care for what they're going through without taking on their emotions inside of your body. You can hold space for people without taking in that negative energy.

And doing so will allow them to get to know who you are as a leader and as a person. The more open you can be, people will be able to form opinions of their own about you as to whether or not they like you. And hey, by the way, not everybody on your staff is going to like you.

I'm not suggesting that in order to have influence as a leader that people need to like you. People can get to know you and not align with you or deeply like you or love you, but they can still trust in you. And I've said this on a previous podcast, but it's worth noting again. Remember the one-third rule. One third of people will be your people, and they're going to follow your lead with no problem. One third are going to be neutral about you and not have a strong opinion one way or the other. And the other third are just never going to like you. They're just not. They're just not your people.

And as leaders, we're going to have to work with some of those one-third people, the not-like-you people. It's okay. They have the right to that. People don't have to like you or love you to follow your lead. Now, it might take them longer to get on board and to learn to trust you, but trust stems from you being open, authentic, honest, and consistent. They can trust how you make decisions if you're consistent in the way that you make them.

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They can trust that you'll hold yourself accountable if you do it every single time. They can trust that you'll hold them accountable and have their backs if you are consistent in your approach with them. And they may not like you personally, but you can establish trust through respect, openness, and consistency.

Think about it, guys. There's people in your life that you probably don't love but that you have their – like, you trust them and you respect them because of their consistency, because of their authenticity, because they're showing up for who they are in full disclosure and you respect that and therefore they have influence on you. They don't have to love you. And trying to get people to love you and then have influence on them, that's creepy, guys, don't do it.

So, one last thing I want to say about leading with influence, I want you to be the biggest energy in the room. And listen to what I'm saying about this. Part of being an influential leader is being able to be the biggest energy in the room. This does not mean being the most attention-seeking energy or the most obnoxious energy in the room. Do you know what I'm talking about?

You've been to a party where there's people and this happens. there's that person who comes busting in the door, they're loud, they're screaming, they're boisterous, they're breaking into conversations, they're ensuring that everybody knows they're there and that they're always seeming to have to need to have people's attention. I'm not talking about that.

I'm referring to the biggest energy. This means that you have a presence about you that people can feel. It's about your vibe. We are energetic beings and people can sense that energy that you're giving off, just as you can sense it in other people.

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Have you ever held an interview where the candidate is saying all of the right things but their energy was extremely nervous and squirmy and they're kind of just like freaking out? It's like you can actually feel their emotions in your own body. That energy is exchangeable. You can sense their tension and sense their anxiety. Well the same is true for positive and confident energy.

Think of somebody who you know who is always bubbling with excitement and enthusiasm and they're just really fun and energetic to be around. That positive energy is magnetic and the same is true with very grounded and confident people.

I think of the Obamas as people who have a very strong presence and energy, although they're not running around trying to get all of the attention of the world. They have this magnetism. I have yet to meet the Obamas, but they are on my vision board, and I can only imagine how magnetic and energetic they are in person. Just over the TV, they come across as being very calm and confident and assured and loving and comforting and interested in people.

So you don't have to be this talkative bubbly extrovert to have the biggest energy. You can be very quiet and still have a strong presence. The key is you have to believe in yourself. When you self-coach and choose your thoughts with intention, you practice in thinking confident thoughts which will ground you and your energy and people will be able to feel that.

As a leader, you want to decide how you want to show up energetically and then choose a thought that creates that energy or that emotion in your body. Think of leaders or influencers that you admire and write down why you like them. It's most likely because of the way that they make you feel. You know the quote that Maya Angelou is so famous for, "People will forget what you said, they will forget what you did, they will never forget how you made them feel."

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To lead with influence, you must learn to create energy that allows others to feel good. The way that they are going to feel your good energy is if you have created good energy within yourself. This is why having a coach and learning to self-coach is the most empowering thing you can do as a leader.

You must create influence within yourself. And with that, my friends, have an amazing week.

Hey, quick question, what do you want to be saying and doing and thinking and feeling one year from now? Have you thought about that? Or is your career simply on rinse and repeat? Do you plan out your school year, your career goals, your personal goals, and your fun goals? Or are you the person who looks back and thinks, “Wow, I have been doing the same thing over and over and over for the last five to 10 years, what happened? Where did the time go?”

If so, June is the absolute perfect time to reflect on last year and set new intentions in place for the next school year. If there’s any area within your job or your life where you would love to change or make improvements, now is the time to set those changes into motion while you have the luxury of time to plan and process and play.

If you’re curious what life coaching for school leaders looks like, let’s jump on a call together and talk about your biggest dreams and goals for yourself. You want to start today so that a year from now, you’re not saying to yourself, “I wish I had started a year ago.”

There’s no one else out there who offers this type of support for school leaders that I offer you. Sign up for a call before summer is over and you’re bogged down with the demands of the school year once again. It will be the best way to have spent your summer. It’s all about saying yes to you.

[The Empowered Principal Podcast](#) with Angela Kelly

Ep #75: Leading with Influence

Thanks for listening to this episode of *The Empowered Principal Podcast*. If you enjoyed this episode and want to learn more, please visit www.angelakellycoaching.com where you can sign up for weekly updates and learn more about the tools that will help you become an emotionally fit school leader.