

Presented by  
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Leading and influencing  
with an  
IMPACT MINDSET



Where it all started ..



*Standout from the crowd*

*Discover your X-factor*

*Increase your influence*

*Achieve an 'Impact Mindset'*

# Standout from the Crowd



**What  
differentiates  
you from others?**



# Standout from the Crowd



“People do business with people they know, like, trust and value.”

“people don’t care how much you know, until they know how much you care”



[www.16personalities.com](http://www.16personalities.com)

## Your Results



Logistician

ISTJ-T

👁 Sentinel

🔄 Constant Improvement

43%  57%

EXTRAVERTED

INTROVERTED

26%  74%

INTUITIVE

OBSERVANT

53%  47%

THINKING

FEELING

89%  11%

JUDGING

PROSPECTING

29%  71%

ASSERTIVE

TURBULENT

Understand your  
individuality, strengths and  
weaknesses

Unlock your ...



# Your Choice

Is your purpose and impact ..  
defined by your job title

OR?

defined by what you do to help  
your Council and Community  
excel?



# Looking for your IMPACT

Lies at the intersection of these four circles



# FIND THEIR HAPPY PLACE

## FIND YOUR HAPPY PLACE





# Connecting and Building Trust





# jargon

/ˈdʒɑːg(ə)n

*noun*

Special words or expressions used by a profession or group that are difficult for others to understand.







How the customer explained it



How the project leader understood it



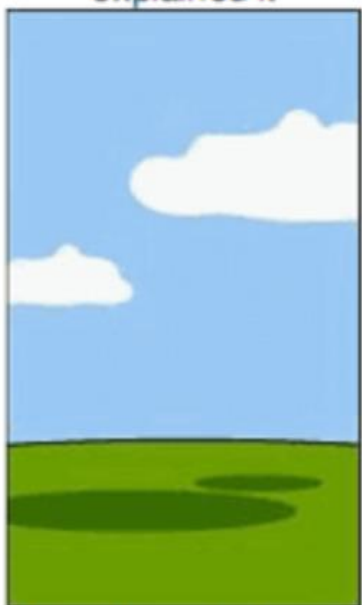
How the engineer designed it



How the programmer wrote it



How the sales executive described it



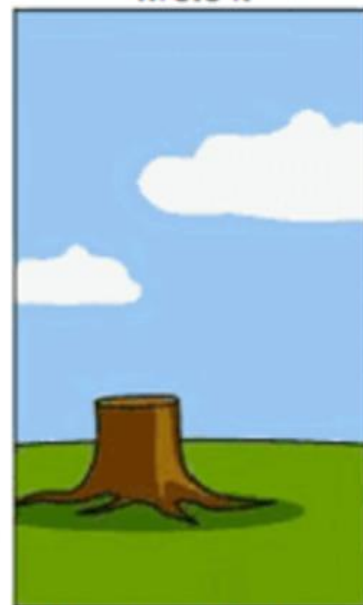
How the project was documented



What operations installed



How the customer was billed



How the helpdesk supported it



What the customer really needed

# The Importance of Mindset – Fixed vs. Growth

## **GROWTH MINDSET**

Is Freedom

Persevere in the face of failures  
Effort is required to build new skills  
Find inspiration in others success  
Embrace challenges  
Accept criticism  
Desire to learn  
Build abilities

## **FIXED MINDSET**

Is Limiting

Avoid challenges Give up easily  
Threatened by others success  
Desire to look smart  
Effort is fruitless  
Ignore feedback  
Fixed abilities



*You wouldn't plant a seed and dig it up every few minutes to see if it's grown. So why do we keep questioning ourselves, our hard work and our decisions.*

*The key is to have patience, stop overthinking and consistently water your seeds.*

**~ Minds Journal**

# Activity: LG Avatars

- Avatar 1 – Lauren (The Rising Star)
- Avatar 2 – Jo (The Middle Manager/GM)
- Avatar 3 – Carol (The Executive)
- Avatar 4 – Ian (The Crew Leader)

