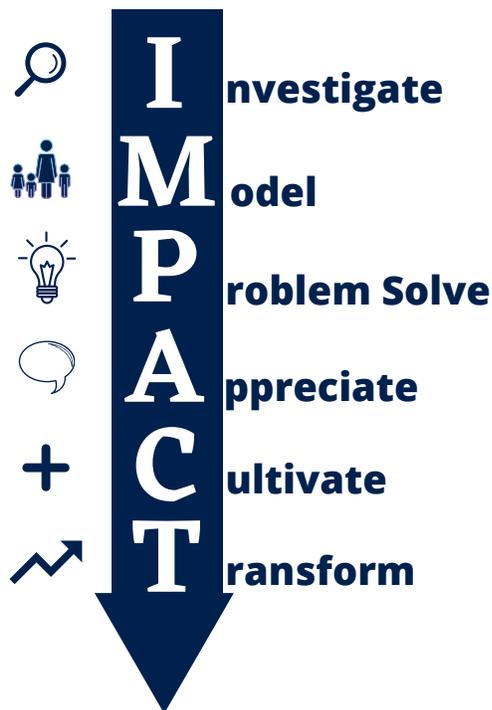


IMPACT TO INFLUENCE

WORKBOOK

CAPTAIN YOUR CULTURE TO CREATE CHANGE



PRESENTED BY:

ANN VOTE

www.annvote.com



INVESTIGATE: YOU

Mentors impact and influence us in a positive way.

Who has been a mentor to you and how did they influence you?

ATTRIBUTES	ACTIONS

As a leader, you will most definitely have impact and influence over others.

What attributes do you know you have and which do you want to grow into?

PERSONAL ATTRIBUTES	ACTIONS



MODEL: CULTURE + ACTIONS

CULTURE ATTRIBUTE	THEIR ACTION	YOUR ACTION

INTRODUCING THE LEAD WITH IMPACT COHORT

24 LEADERS • 5 WEEKS • SHIFT YOUR MINDSET & CULTURE

LEAD
WITH IMPACT
Details & Info

annvote.com/lead-with-impact

- Live Coaching Sessions
- IMPACT Workbook
- Video Modules
- Community Connections

The Lead with IMPACT Cohort is for you if you want to:



Set Expectations

Set clear expectations that your employees want to meet.



Communicate Effectively

Sharpen your skills to communicate effectively and efficiently to see others take immediate action.



Feel Empowered

Feel empowered that the actions you take will produce the results you want.



Inspire Others

Inspire your team to do their best work and see positive progress.



APPRECIATE

Behavior-Focused Compliments

1. What did they do? What did you SEE?
2. Why does it matter?
3. Who are they because of this?
 - a. Hardworking, organized, thoughtful, someone who follows through

**"Compliments
build character
and confidence.
Confidence
breeds action."**

Ann Vote

ACTION THEY TAKE	WHY DOES IT MATTER?	WHO ARE THEY SHOWING YOU THEY ARE?



TRANSFORM

What will you commit to?

- 1.
- 2.
- 3.



Stay in the IMPACT bubble by following the What If It Works podcast where Ann gives applicable tips & communication hacks for you to lead with IMPACT and create a culture where you thrive.

www.annvote.com/what-if-it-works

Connect with Ann:
 Send your aha moments, insights
 or questions to
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