

Be a People Person by John C. Maxwell

- 💡 People won't care how much I know until they know how much I care - see them as assets, not as adversaries
- 💡 Treat people the way that I want to be treated - encourage, appreciate, forgive, listen, understand
- 💡 I put myself in someone else's place, instead of putting them in their place
- 💡 Charisma is developing and giving concern, help, action, results, influence, sensitivity, motivation and affirmation
- 💡 I need to be more concerned about making others feel good about themselves than I am in making them feel good about me
- 💡 Developing my confidence is essential: I cannot consistently perform in a manner that is inconsistent with the way I see myself
- 💡 I will find ways to get small wins under my belt and build from there
- 💡 I will not devote large chunks of time to peripheral issues
- 💡 Leadership is influence; I will develop and share a clear vision that inspires and grows others
- 💡 In reaching my goals, I will decide what I want, then decide what I'm willing to give up, and then finally, take action!
- 💡 I will motivate others best when I operate from their perspectives; helping them to get what they want
- 💡 When leaders stumble, others can fall; stay accountable and credible
- 💡 I will lead for the good of others rather than for personal gain
- 💡 I will get the behaviors and results that I reward
- 💡 I need to understand what gives people courage and spurs them into action
- 💡 Applying what I learn and getting results are what really matter most
- 💡 I act as I see myself; others do the same; I take responsibility for seeing and acknowledging the good in others
- 💡 I take myself less and less seriously each day; accepting constructive criticism so that I can improve and serve others
- 💡 Accept people as they are; see them as they can be; help them experience success
- 💡 Help others see and grasp a vision; understand their talents, interests and values; set expectations; inspire them with belief