



## APPLICATION GUIDE, FEBRUARY 2023

### EPISODE 128: LEADING UP

In this episode, Kevin Geer and Justin Stewart discuss the difference between influence and manipulation when it comes to leading upward. Don't let your title or position within an organization become a lid to your influence. Tune in to discover 6 tips to help you become a person people not only want to hear from but seek out for advice.

### 6 THINGS TO HELP YOU LEAD UPWARD:

#### 1. LEAD YOURSELF

- Be on time
- Leave later
- Be little if no drama
- Just let stuff roll off you. Hold no Offense.
- If you must make an issue. Make it worthwhile.

#### 2. BE THE FIRST TO SAY "YES"

- I can do that.
- Even the hard stuff.
- I can solve that or provide a solution.

#### 3. GIVE AN HONEST OPINION WHEN ASKED

- Humbly give your thoughts, even if they are not popular.
- Even if they don't like it at first, they will learn that you speak the truth. Not the counter opinion, your honest opinion.
- Again know the timing.
- Maybe ask it as a question.

#### 4. BE PREPARED WHEN YOU TAKE THEIR TIME

- Send questions ahead of time.
- Do the research of possible questions.
- Show appreciation.
- Speak their language.

## **5. HAVE A FULL-SCOPE PICTURE**

- Don't just focus on your area.
- Consider their weight and provide solutions.
- Give an idea, no strings attached

## **6. WISELY COMMUNICATE INFORMATION**

- Give them the information they need.
- Short truths, not novels.
- I like bullet points.