

“ECO” Mindset Model™

Influence requires the **respect** of yourself and others in order to have the biggest impact for the greater good. It's common to think that influence is all about convincing others to do something they don't want to do... which could not be further from the truth! Internal influence starts with believing what you want is possible, and then you'll be ready for external influence which is helping others see your point of view. You've already learned how to gain world-class clarity and confidence. Now let's make sure you have the internal influence to believe what you want is possible and the external influence to help allies come up to your point of view! Building scientific-based influence is a powerful tool when it comes to unlocking your next level of impact and joy. The first step is developing an ECO mindset, which is the foundation for really being heard.

1.) Choose who in your life is most important to influence right now.

Hint: If you doubt your dreams, ability, worthiness, or don't believe that what you want is possible, the most important person to start with is YOU. Otherwise, think of the one person right now who is most important to help you move forward towards what ever matters most to you.

2.) Develop an ECO mindset.

- “E”mpathy (tactical)

Have I considered what it's like to stand in their shoes?

Yes

No

- “C”uriosity

Specifically list what it might be like for the other person, or what stress/pressure they might be under?

- “O”ptimism

How do I want this situation to turn out?

3.) Now let's pull it all together. Prior to any crucial conversation/meeting/presentation (or important interaction you have coming up), remember to:

- i.) Take 10 deep belly breaths (inhaling for 5 seconds and exhaling for 5 seconds) just focusing on the sound of your breath
- ii.) Read through these sentences at least 3x prior to your interaction

“I've considered what it's like to be in _____ shoes, and he/she/they
 (person/people you're trying to influence)
 likely feel/are experiencing _____ now.”
 (e.g. pressure to grow earnings)

“The result I'd like to achieve from this interaction is _____,
 (e.g. getting buy-in to take the lead on a new project)
 and I'm optimistic it's possible.”

4.) Practice with someone in person or virtually until you have a comfort level of 8 out of 10.

...now please update your Overview Worksheet 💡