

LIVE STREAM



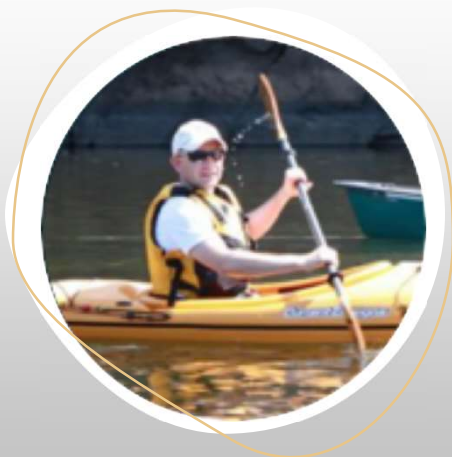
Manufacturers Alliance
Sharing Education & Resources Peer to Peer

EDUCATIONAL SEMINAR

INFLUENTIAL LEADERSHIP

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SEMINAR SPEAKER



JASON ECCLES

Operations Manager
Branches LLC

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Influential Leadership

Jason Eccles
Operations Manager
Branches LLC

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Branches LLC

- Manufacturer of premium canoe, kayak and SUP paddles
- One factory; Osceola, WI
- Seasonal; 75% of sales between Feb-Jul
- Employees
 - 36 FT
 - 50 - 56 seasonal at peak

 Aqua-Bound



BENDING
BRANCHES

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Influential Leadership Defined

An **influential leader** is someone who, through powerful influence (as opposed to coercion), achieves effective results through people who choose to follow him or her because they believe in and trust that the **leader** can guide them to the desired result.

[maryjanemapes.com › what-is-an-influential-leader](http://maryjanemapes.com/what-is-an-influential-leader)

Jul 10, 2018

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Why is Influential Leadership Important?

Your ability to **influence** others can empower people development, accelerate results and ultimately ensures an easier working environment.

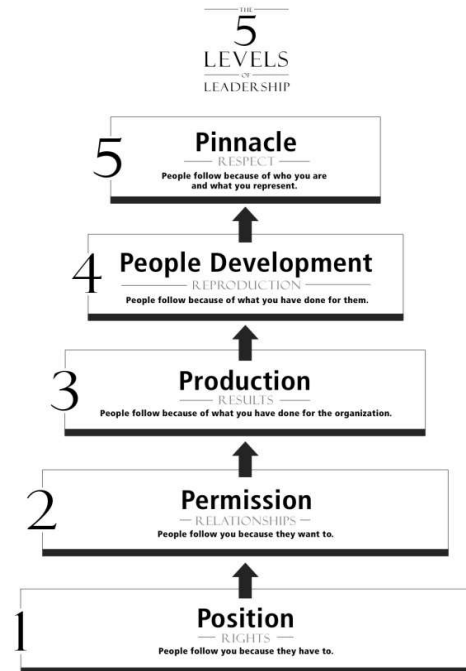
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5 Levels of Leadership

by John C. Maxwell

Success based on:

- Development of Relationships -> Trust
- Individual Performance -> Results
- People Development -> Strong Teams
- Integrity -> Respect



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**Don't shoot down ideas
or suggestions**



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**Encourage people to
make mistakes and
take risks**



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How Can You Be an Influential Leader?

- **Influencing** is about understanding yourself and the effect or impact you have on others
- Truly **excellent influencing skills** require a healthy combination of interpersonal, communication, presentation and assertiveness techniques. It is about adapting and modifying your personal style when you become aware of the affect you are having on other people, while still being true to yourself.

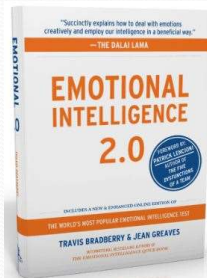
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Emotional Intelligence 2.0

by Travis Bradberry & Jean Greaves

Success based on these skills:

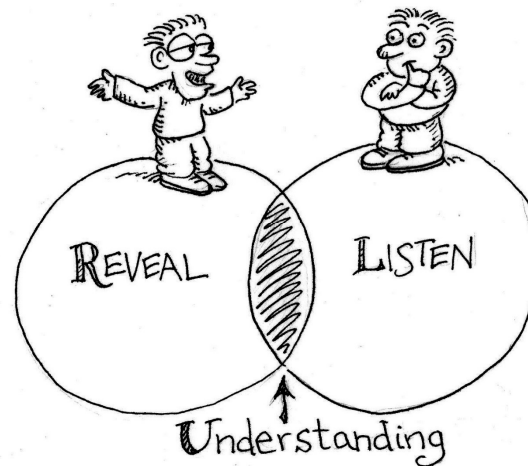
- Self-Awareness
- Self-Management
- Social Awareness
- Relationship Management



Emotional intelligence is an essential part of the whole person.

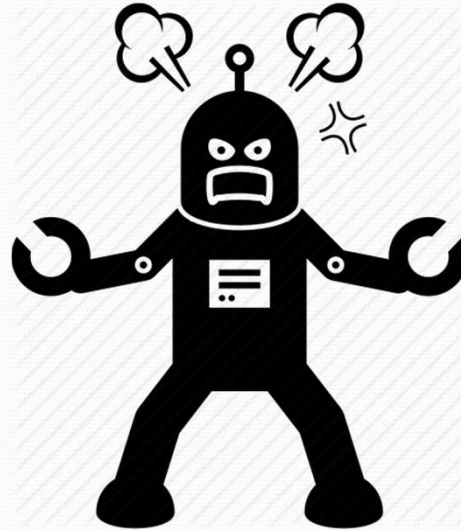
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Get to know your people and communicate appropriately



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**Understand and control
your emotions**



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What Kind of Leader Do You Want to Be?



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