

# YOU HAVE THE POWER TO LEAD THROUGH IMPACT AND INFLUENCE.

*Our strategic decisions and actions of today create  
our impact and influence of tomorrow .*





## **Leading with Impact & Influence: The Power of Strategic Thinking**

The *Premier* Conference for TD Professionals  
**Session SU101**





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**Chart your unique leadership path  
that creates a ripple effect of lasting  
impact, influence, and inspiration in  
the world.**

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# One Word





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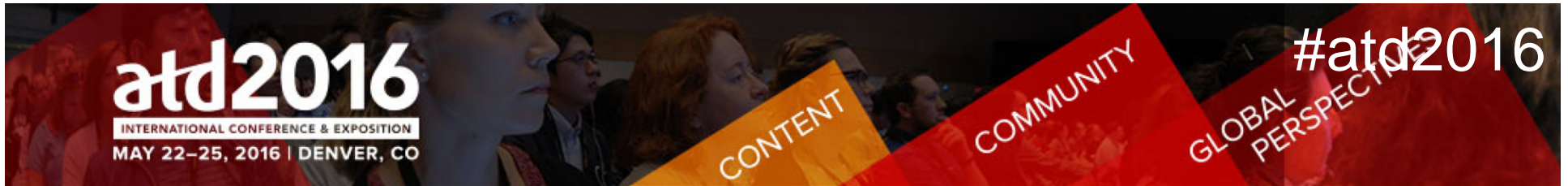
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# Today's To Do List

To Do

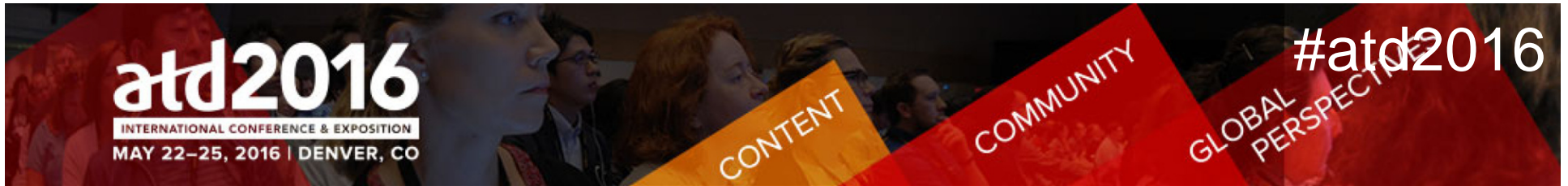


# Leaders of Impact & Influence

In pairs:

- Each person will share his/her story of the most influential and impactful leader you've experienced. Your story can be personal, professional, formal, or informal. They don't have to be leaders in title. As the other person listens to the story, note the following:
- What traits are you hearing being described by the leader in the story?
- What impressions about that leader are you getting (in your own words) as you hear this story?





**In the next ten years . . .**

Communicator  
Collaborator Agile Learner  
Multi-Cultural Awareness  
Strategic Thinker Adaptable  
Self-Motivated Social

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## Strategic Thinkers

- Futuristic
- Middle brained blend
- Balance purpose and process
- “Connect the dots” vs. “Find the dots” (synthesis vs. analysis)
- Major output . . . thought







# **CRAFT**

## **A Bold Vision**

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# Vision Takes Perspective . . .







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... And Time

A vision doesn't have to be **BIG** to  
be **BOLD**.

Boldness is in the eye of the  
beholder. Most big visions begin as  
small kernels of an idea.





## Crafting Your Unique Bold Vision

- What do I envision the future to be?
- How will my future self be different from today?
- Am I open to the path?
- What's my next step?
- What will be the impact?





# **INVEST**

## **Time Differently**



**A week in your life**



**How do you  
choose  
to fill it?**





## Your choices



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This is  
how most  
of the  
world  
operates.





**Aspire to impact and influence?**



**You must  
choose  
differently.**

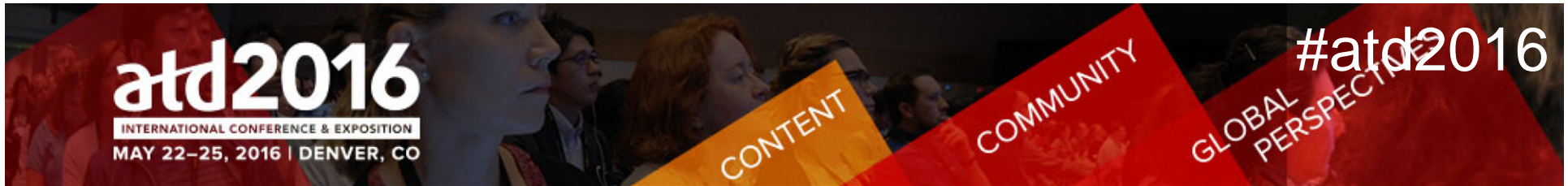


Important & Urgent (Quadrant of Necessity)	Important and Not Urgent (Quadrant of Quality and Self-Leadership)
Not Important, Urgent (Quadrant of Deception)	Not Important & Not Urgent (Quadrant of Waste)

↑  
Increasing levels of complexity, time,  
significance.

Source: Stephen Covey's *7 Habits*





<p>Important &amp; Urgent (Quadrant of Necessity)</p> <ul style="list-style-type: none"> <li>• Last-minute request from a leader</li> <li>• Deadline-driven projects</li> </ul>	<p>Important and Not Urgent (Quadrant of Quality and Self-Leadership)</p> <ul style="list-style-type: none"> <li>• Highest priorities (scheduled)</li> <li>• Learning</li> <li>• Relationships</li> <li>• Health/wellness</li> </ul>
<p>Not Important, Urgent (Quadrant of Deception)</p> <ul style="list-style-type: none"> <li>• Endless emails</li> <li>• Some meetings</li> <li>• Interruptions</li> </ul>	<p>Not Important &amp; Not Urgent (Quadrant of Waste)</p> <ul style="list-style-type: none"> <li>• Watching TV</li> <li>• Distracted internet surfing</li> </ul>

↑  
Increasing levels of complexity, time, significance.

Source: Stephen Covey's *7 Habits*



# **CULTIVATE**

## **Resilience**



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Success



what people think  
it looks like

Success



what it really  
looks like

Your resilience with  
“what it really looks  
like” determines your  
level of success.

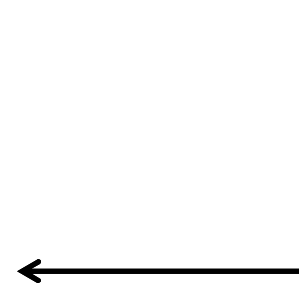
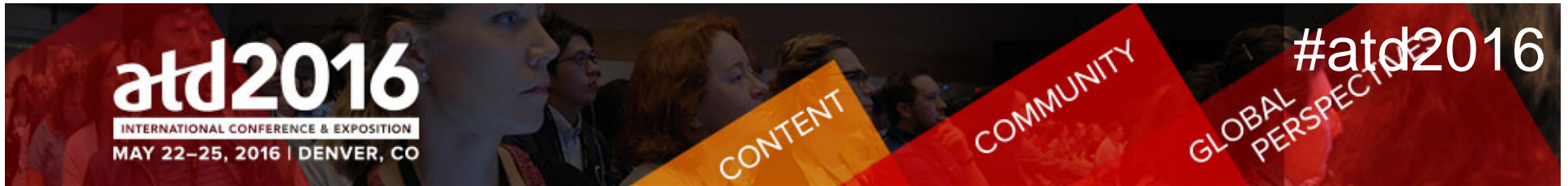


Photo Credit: Demetri Martin, *This is a Book*



- Find a sense of purpose
- Develop a strong network
- Prioritize self-care
- Ask, “What can I do right now?”
- Practice reframing
- Develop a gratitude practice





**KEEP**  
**Different Lists**



## Lists we should keep

- Be
- Have
- Achieve
- Serve
- Stretch

Space and silence are  
the key.





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# Today's To Do Priority List

To Do



# **SEEK**

## **Bigger Questions**





## Becoming a leader of IMPACT . . .

- Where do I **INVEST** my time, talent, and treasure?
- Do I embrace a **MINDSET** of impact and influence?
- Am I pursuing my **PATH with PASSION**, personally and professionally?
- Am I asking for **ACCESS** and am I **ACCESSIBLE**?
- Am I living by **CHOICE** and not chance?
- Am I allowing **TIME** for space and silence?



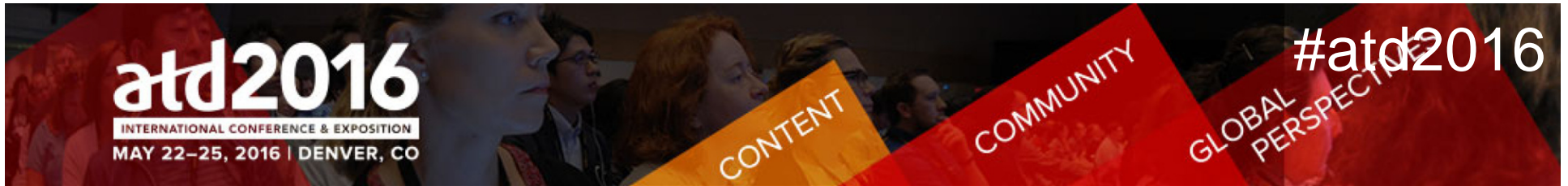
## . . . and **INFLUENCE**

- Am I willing to **INSPIRE** others?
- Do I cultivate and share my **NETWORK**?
- Am I **FUTURE** focused?
- How do I want my **LEADERSHIP** to be remembered?
- How am I creating my **UNIQUE** vision and bringing others along with me?
- Do I **ELEVATE** those around me?
- Do I **NEGOTIATE**?
- Am I creating a **CULTURE** I can be proud of?
- Do I **EXPECT** more?



**How Will You  
LEAD  
DIFFERENTLY?**





**To learn more and to book Amy for your organization:**

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