



# Leading with Impact & Influence

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Impact Instruction Group

**#ROCWomensLeadership**



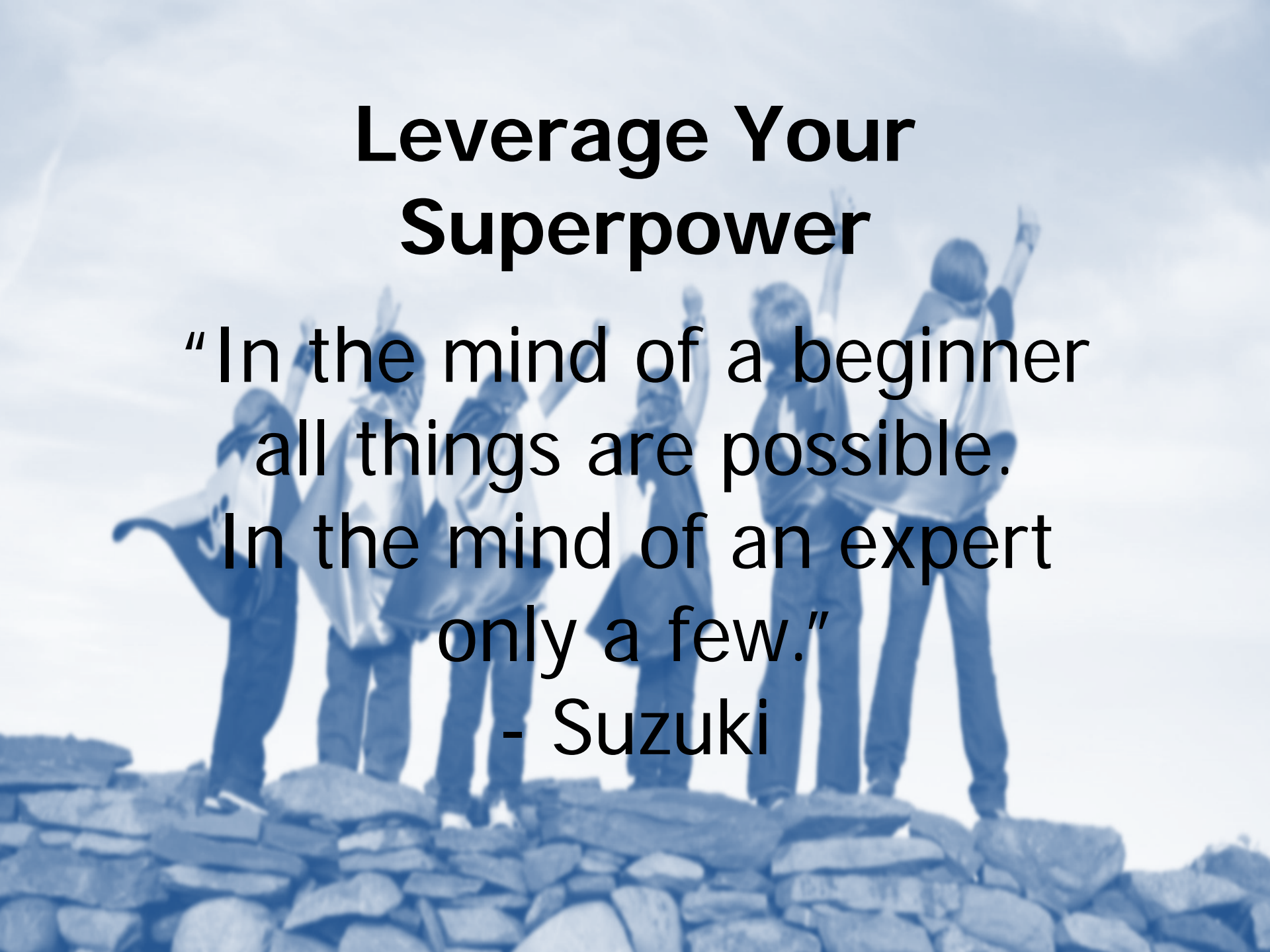
**Chart your unique  
leadership path,  
creating a ripple effect  
of impact and influence  
in the world.**



# Leverage Your Superpower

“In the mind of a beginner  
all things are possible.  
In the mind of an expert  
only a few.”

- Suzuki



# Learning Agility

- Go broad.
- Self reflect.
- Seek continuous feedback.
- Get curious.

A blurred, high-angle photograph of a multi-lane highway with many cars, creating a sense of fast motion. The image is predominantly blue and white, with some red and yellow streaks from the cars' lights and paint.

# Invest Time Differently

Time is an investment,  
not an expense.

# Your 1,440 and 10,080



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

# Your Choices



# How Most Choose



# To Impact & Influence



You must  
**choose**  
differently.

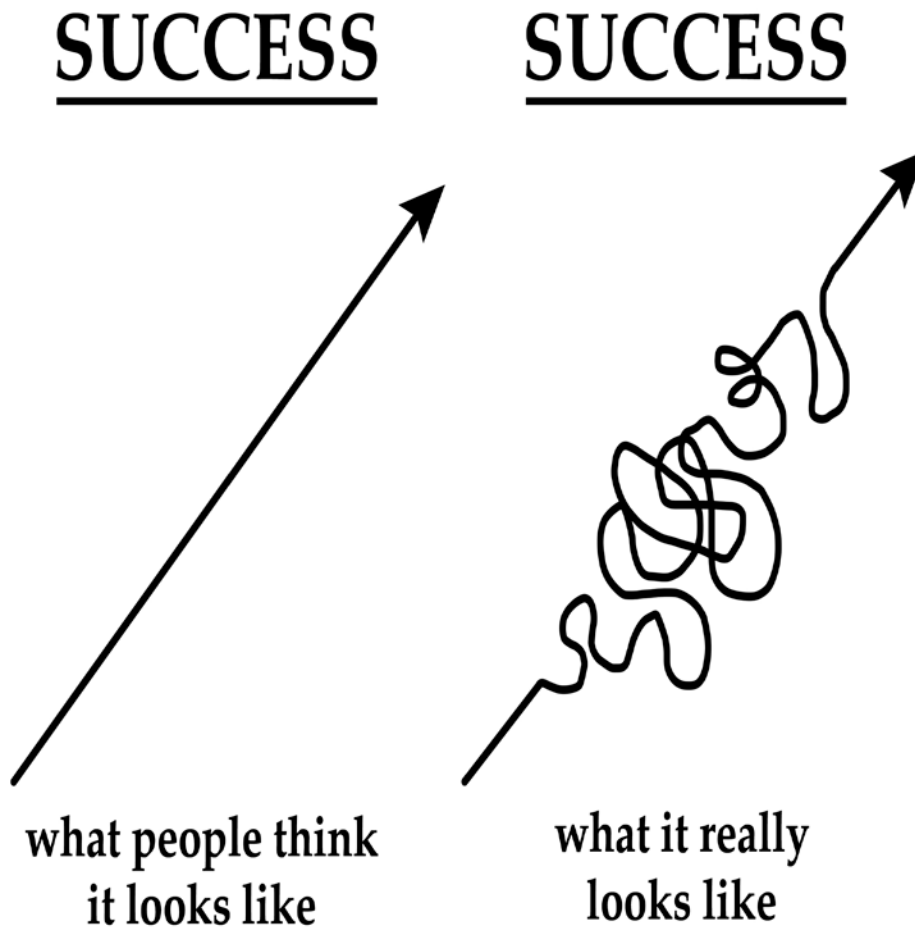
# How to Choose Differently

- View time from a macro level.
- Lower your number of goals.
- Create unscheduled time.
- Shorten every meeting.
- Automate, delegate, delete.



Cultivate Resilience  
The leadership journey is  
**NEVER**  
a straight line.

# Valuing the Path



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

# Cultivating Resilience

- Commit to an energy routine
- Develop a strong network
- Ask, "What can I do right now?"
- Practice reframing
- Develop a gratitude practice

**Keep Different Lists**

**Lead from a new set of lists.**



# The Lists Leaders Keep

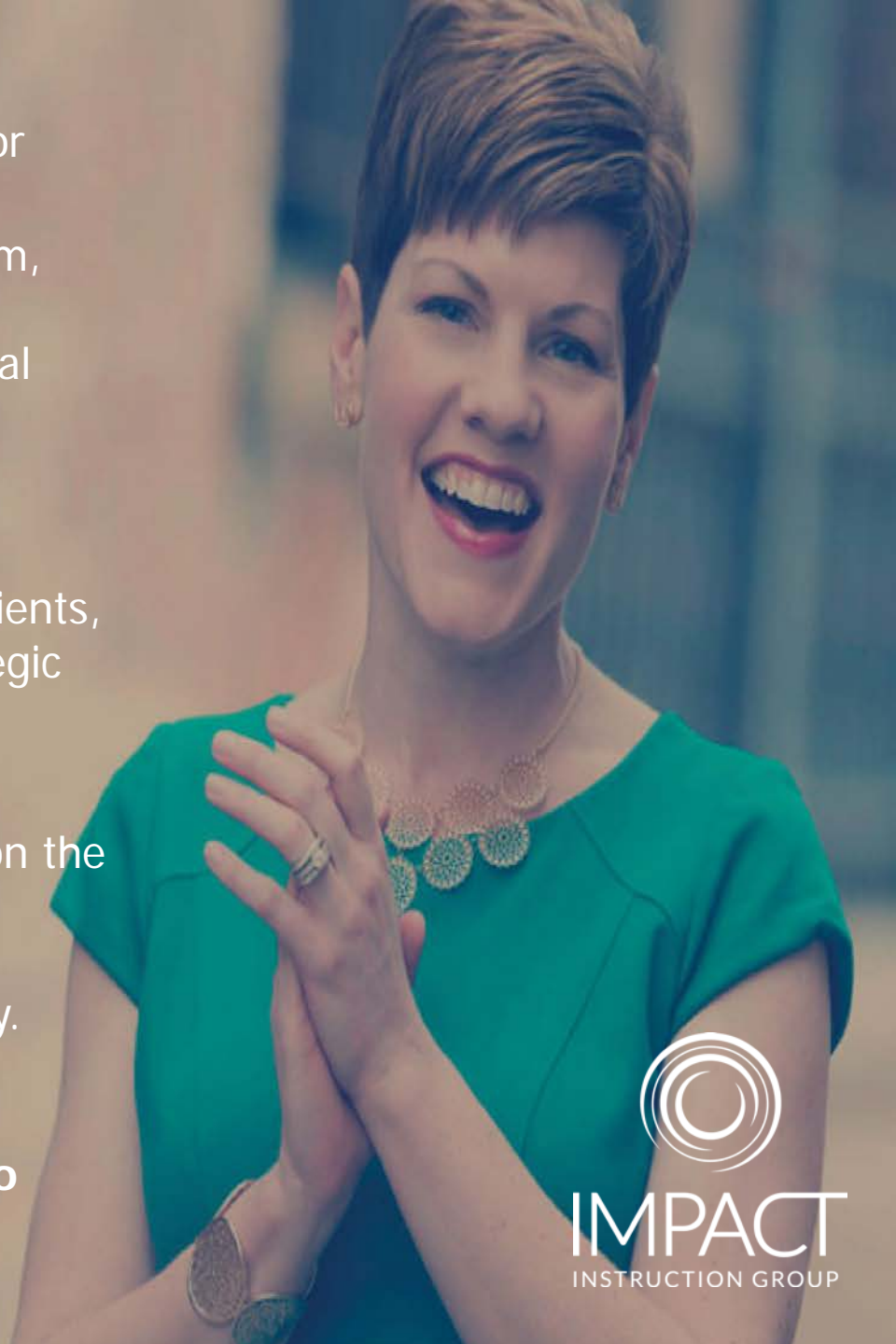
- Be
- Have
- Serve
- Achieve
- Stretch



**Choose to lead in  
each moment.**

How will you  
lead differently?

[impactinstruction.com/rbj](http://impactinstruction.com/rbj)

A portrait of Amy Franko, a woman with short brown hair, smiling and clapping her hands. She is wearing a teal-colored short-sleeved top, a necklace with large circular pendants, and a ring on her finger. The background is a blurred outdoor setting.

**Amy Franko** drives results for organizations by elevating their most important asset—their people. Her firm, Impact Instruction Group, works with technology companies and professional services firms to design and deliver leadership development and strategic selling programs.

She brings new perspectives to her clients, with a sharp focus on achieving strategic goals.

Known for her dynamic and engaging style, Amy is a sought-after speaker on the topic of leadership development and strategic selling, having delivered her powerful messages across the country.

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