

GenerationNext

Developing the Next Generation of Leaders

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CONNECTION

- Don't take people for granted
- Possess a Make-a-Difference Mind-Set
 - Believe you can make a difference
 - Believe what you share can make a difference
 - Believe the person you share with can make a difference
 - Believe that together you can make a big difference
- Look for Common Ground
 - Feel → Felt → Found

CONNECTION

- Feel- try to sense what they *feel*, and acknowledge and validate the feelings.
- Felt- If you've had similar feelings in the past, then share with them about how you've also *felt* the same way before.
- Found- Share with them what you've *found* that has helped you work through the feelings.

CONNECTION

- Find the Keys to Others' Lives
 - Everybody has a key to his or her life. All you need to do is find it. Here are two clues to help you do it:
 - 1) To understand a person's mind, examine what he has already achieved.
 - 2) To understand his heart, look at what he aspires to do.
- Share Common Experiences
 - “People are lonely because they build walls instead of bridges”

BELIEVE IN PEOPLE

- People can tell when you have faith in them
 - Most people will want to live up to the belief others have in them, if they respect you.
- How to become a believer in people:
 1. Believe in them before they succeed
 2. Emphasize their strengths
 3. List their past successes
 4. Instill confidence when they fail
 5. Experience some wins together
 6. Visualize their future success
 7. Expect a new level of living

BELIEVE IN PEOPLE

- Give them Permission to Succeed
 1. Expect it
 2. Verbalize it
 3. Reinforce it

PARTNERING TO IMPACT LEADERS



TOGETHER WE CAN HAVE A GREATER IMPACT

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