





MIEM 2010 Facilities Conference

Be An Influencer
Monday, October 4, 2010
2:30 p.m. – 3:50 p.m.
Dan Pappas
Executive Director MIEM
Associate Executive Director MASA




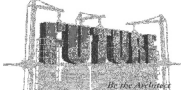
Purpose:

To present and begin to teach how one can become an effective influencer to help impact thoughts and actions leading to profound change toward solving problems others think impossible





Introduction

- With MIEM & MASA 5 ½ years
- 34 years as teacher, principal, ISD Project Director, Central Office Administrator, Superintendent.
- Not an agent for Vital Smarts, though a believer and user of the ideas and materials; trained in the model.
- Influencer: *The Power to Change Anything*** by Patterson, Grenny, Maxfield, McMillian, Switzler.





Objectives

- To understand why each of us is an influencer and that we can become even more effective and positive in how we work to make change.
- To become aware of the influencer model as developed by Vital Smarts and share examples, stories, and tools of the model.



Objectives (continued)

- To discuss what has been presented and shared ideas as well as stories from each other.
- To begin to identify a personal and/or professional challenge that can be framed into the influencer model.
- To know where to go for more information, materials, and training.



Becoming an Influencer

- Vital Behaviors
- Examples:
 - Delancey Street Foundation and Dr. Mimi Silbert
 - Guinea Worm Disease Eradication: Dr. Hopkins and team from The Carter Center



The Model

- THE 3 PRINCIPLES OF INFLUENCE
- INFLUENCER MODEL
- Make Change Inevitable with Six Sources of Influence
- Courageous Journey Adaptation




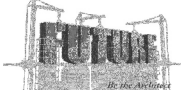
Near and Dear

- Motivating Weight Loss
- FORE!** A Personal Example





Making It Real

- Improving Morale and Trust in a Recession - Discussion and Handout (Crucial Skills Newsletter, September, 15, 2010.)



You making it real

Work in district teams or at your table on one of the following:



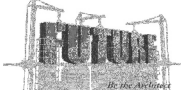

You making it real (continued)

- District leaders are making many decisions, eliminating positions and making cuts without much, if any input, and going right to the bottom line. How can you influence this process?
- District leaders are faced with options to privatize many services. How can you use the influencer model in regard to this option?
- Work on your own challenge or situation; professional or personal





All Washed Up!

Hand Washing Video Clip from Vital Skills using a Jr. Partner

Questions Time!

Also time for your reactions and stories.

References: Where to Go For More

- Influencer Reference Sheet
- www.influencerbook.com
- vitalsmarts@en25.com (to learn more and subscribe to the Crucial Skills newsletter)
- Same authors of *Crucial Confrontations* & *Crucial Conversations*.
- Dfinton@vitalskillssint.com phone: 248-841-1416




Thank You!

Dan Pappas
Executive Director MIEM
Associate Executive Director MASA
dpappas@gomasa.org
Direct line: 517-327-9267
Cell: 517-449-1109
1001 Centennial Way, Suite 300
Lansing, MI 48917
