



---

# **iChoose XLR8**

## **Module 2**

# Lesson 8: Influence

*“Your life is significant when you  
influence others in a positive way.”*

**JOHN C. MAXWELL**





**AT THE END OF THE RESILIENCE LESSON, YOU WROTE AN ACTION STEP TO IMPROVE YOUR SELF-RATING.**

Did you complete the action?  Yes  No Describe the results. ....

**LEGEND:**

Use the prompts throughout the lesson to guide you.



First person  
read aloud.



Next person  
read aloud.



Underline what's  
important to you.



Share with  
others.



Take  
action.



**HOW YOU CAN MAKE THIS LESSON EFFECTIVE FOR YOU AND OTHERS:**

1. Form groups of 3-5 for a 30-45-minute time slot and 6-8 for an hour.
2. Respect and value each person in the group.  
Encourage yourself and others as you share.
3. Take turns reading each section of the material out loud.  
You may request to pass to the next reader.
4. Discuss openly. As you read, underline what is important to you.
5. Evaluate yourself. Review. Reflect. Apply. Have fun!

**THE GOAL OF THIS LESSON:**

**Choose to light your candle of  
influence for yourself and others.**



## 01

# Influence is a Choice



Influence is like a candle. When lit, it makes everything brighter and better. Unlit, nothing positive happens. It is the choice to light the candle that adds value to others. You hold the candle of influence in your hand. What will you do with it? Will you light it and walk around helping others to see?

When Benjamin Franklin wanted to interest the people of Philadelphia in street lighting, he didn't try to persuade them by just talking about it. He hung a beautiful lantern on a long bracket in front of his home. He kept the glass highly polished. Every evening at the approach of dusk, he carefully lit the wick. People saw the light from a distance, and when they walked in its light, they found that it helped them to avoid sharp stones on the pavement. Others placed lights at their homes, and soon, Philadelphia recognized the need for street lighting.



### WHO LIT THEIR CANDLE FOR YOU?

Name a teacher who helped you in school. \_\_\_\_\_

Name a person who makes you feel special. \_\_\_\_\_

Name someone who helped you at a difficult time. \_\_\_\_\_

Name a person you enjoy spending time with. \_\_\_\_\_

The people whose names you wrote down have all had a positive influence on your life. They lit their candles for you!



..... Share with your group one person who has turned on a light for you.

The question is not, “Can our influence make a difference?” The question is, “What kind of a difference will our influence make?” The answer is, “Light your candle and make things better for others.”

**YOU LIGHT YOUR CANDLE WHEN...**

**1. You care for others.**

Mother Teresa was known for caring for people. She used her influence to speak up for people who had very little influence. She said, “Let no one come to you without leaving better and happier.”<sup>6</sup> She nurtured others. When you hear the word *nurture*, what do you first think of? If you’re like most people, you probably envision a mother cradling a baby. She takes care of her child, protecting him, feeding him, encouraging him, and making sure that his needs are met. She doesn’t give him attention only when she has spare time or when it’s convenient. She loves him and wants him to thrive. Similarly, as you try to help and influence the people around you, you must have positive feelings and concern for them. If you want to make a positive impact on them, you cannot dislike, despise, or discredit them. You must give them love and respect. Or as human relations expert Les Giblin put it, “You can’t make the other fellow feel important in your presence if you secretly feel that he is a nobody.”<sup>7</sup>



**REFLECTION:**

When people are with you, do they leave better and happier? .....

How do you help them leave better and happier? .....

<sup>6</sup> Mother Theresa (qtd. in Cook et al., 37) Cook, Mary Lou, et al. *The Book of Kindness: Power of the Gentle Path*. Ocean Tree Books, 2007.

<sup>7</sup> Giblin, Les. *How You Can Have Confidence and Power in Dealing with People*. Wilshire Book Company, 1978.



### YOU LIGHT YOUR CANDLE WHEN...

#### 2. *You help others.*

Your influence will be either a plus or a minus in the lives of others. One way to make sure you add value to people is to intentionally help them. Here are some ways to do that.

- **Practice the 30-Second Rule:** Say something positive to a person the first thirty seconds you are with them.
- **Compliment people in front of other people:** Everyone likes a compliment. Especially in front of others.



- **Be the first to help:** The first person to offer a helping hand is always remembered. Don't wait for others. Help first.
- **Be an encourager:** Encouragement is oxygen for the soul. Everyone does better when encouraged.
- **Listen with your heart:** People don't care how much you know until they know how much you care.



#### REFLECTION:

Look at what you underlined. What was most important to you? Why?



Each day, light your candle of influence for someone. Who will it be today? Write their name. How will you light their candle?



~~~~~  
**Today I will make sure my candle is lit.**  
~~~~~



## Influence is a Choice (Continued)



### YOU LIGHT YOUR CANDLE WHEN...

#### 3. *You learn and live good values.*

Your values reflect the kind of influence you have on others. In this “iChoose” series of lessons, you have learned sixteen values. As you live these values, your candle will shine brightly to light the paths of those you influence. Your family and friends will see you demonstrate these values and will be drawn closer to you.



- **Choice:** One of the greatest gifts you will ever receive is the gift to make choices.
- **Growth:** The only guarantee that tomorrow will get better is if you grow today.
- **Attitude:** Your attitude colors every aspect of your life. It is like the mind's paintbrush.
- **Commitment:** Victory is given to the one who finishes, not the one who starts.
- **Relationships:** Relationships get better when we tear down the walls that divide us and build bridges that bring us together.
- **Character:** Making right character choices makes us bigger on the inside.
- **Forgiveness:** Forgiveness is a choice to not hold something against another person in spite of what they have done to you.
- **Self-worth:** The value we put on ourselves is the same value others put on us.
- **Responsibility:** Step up to the mirror and take responsibility for yourself.
- **Courage:** Courage is moving forward in spite of fear.
- **Initiative:** You cannot win if you do not begin.
- **Priorities:** Decide what your priorities are. If you don't, someone else will.
- **Teachability:** Your desire to improve your life begins with a teachable attitude.
- **Self-Discipline:** Your level of success will be determined by your level of self-discipline.
- **Resilience:** Be a diamond. Shine through the grind.
- **Influence:** Your life is significant when you influence others in a positive way.





Embracing these values makes your influence more valuable.

Ralph Waldo Emerson said,

“Our chief want is someone who will inspire us to be what we know we could be.”<sup>8</sup>

Hopefully these values have inspired you to reach your potential. Now, go inspire others. Keep the candle lit!



**REFLECTION:**

Look at all of the values you have learned. What is the most important one to you? Why?

Which value do you need to work on the most? Why?

What value will you practice that will add the most value to others?



<sup>8</sup>Ralph Waldo Emerson (qtd. in Damiani, 165) Damiani, A. S. Migs. *Creative Leadership: Mining the Gold in your Workplace*. St. Lucia Press, 1998.

A photograph of a woman and a young girl lighting candles at night. The woman, on the left, is wearing a green and white patterned sleeveless top. The girl, on the right, is wearing a red top. They are both looking down at the candles. The scene is dimly lit, with the primary light source being the candles. The background is dark, suggesting an outdoor setting at night. The overall mood is warm and intimate.

~~~~~  
**Today I will influence others with the values I have learned and now live.**  
~~~~~

*“Your life is significant when you influence others in a positive way.”*

**JOHN C. MAXWELL**

**EVALUATE YOURSELF ON HOW WELL YOU DEMONSTRATE USING INFLUENCE WISELY ON A SCALE OF 1 TO 5:** Select your answer. (1 is weak, 5 is strong)

1

2

3

4

5

Why did you give yourself this rating? .....



Blank white box for writing the reason for the rating.

**ACTION STEP:**

What specific action can you take immediately that will improve your rating? .....



Blank white box for writing the specific action step.



The Maxwell Leadership Foundation, founded by bestselling author, coach, and speaker John C. Maxwell, develops leaders by helping them experience the transformational impact of values-based, people-centric leadership development. Developing leaders are challenged to apply what they are learning and take action to make the world better and brighter. As individuals are impacted there is a ripple effect and families, schools, organizations and communities experience lasting positive change.

For more information, visit [MaxwellLeadership.org](https://MaxwellLeadership.org).