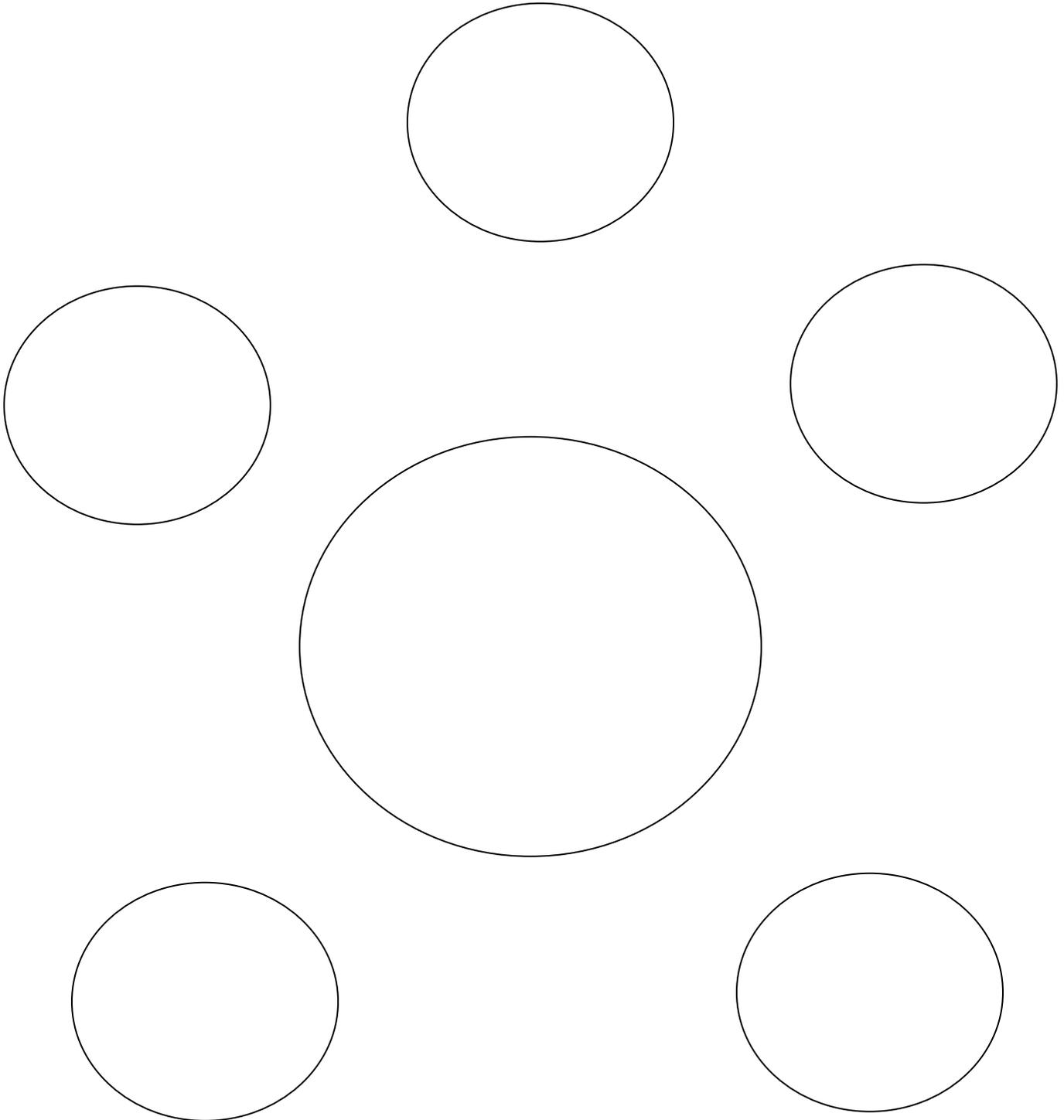


Circles of Influence



Circles of Influence Directions

1. In the center circle write “ME”this represents yourself.
2. Give yourself a score between 1-10. This score represents how successful you see yourself. (1 = extremely unsuccessful, 10 = extremely successful).
 - a. This is all based on your perspective. You define what successful means to you and score yourself.
3. In the 5 outside circles, write the names or initials of the top 5 people or things that influence you. Yes, it could be Netflix, talk radio, news stations you watch and listen to on a regular basis.
4. Give that person or thing a score (1-10) based on how successful you see them.
 - a. Again, however you define success is how you score them.
5. Now that you and the 5 circles have a score of 1-10, at each circle:
 - a. Higher # than you = draw an arrow **from you to them**.
 - b. Smaller # than you = draw an arrow **from them to you**.
6. At each circle:
 - a. Put a “+” or “-“ if they are a positive or negative influence on you. (Their # is irrelevant for this part)
7. At each circle:
 - a. “+” sign = put an “E”
 - b. “-“ sign = put an “A”
 - c. E = Engine | A = Anchor

Take time to reflect on the number you gave yourself, who your Engines are and who your Anchors are, and are you an Anchor or Engine to those in your life?

Questions to ask:

1. Can you (should you) replace your Anchors with Engines?
2. If they are a spouse, then no. What can you do to help raise them up to be an Engine?
 - a. Note: Is it possible to convert Anchors to Engines? Yes. But it's more likely Anchors will pull you down more than you have the desire to raise them up to be Engines.
3. Look at some of your Engines...are you being an Anchor to them?
 - a. Note: your Engines are aware of your Anchors. Is it possible your Engines will want to cut ties with you just based on the Anchors in your life?
4. Think bigger....mentally image who the 5 circles of your 5 circles could be. Remember, all of your Anchors and Engines also have positive or negative influences in their life, too.

The idea of this exercise is to understand you are only as successful as the 5 people or things that influence you.

Want to affect others in a more positive way? You have more power than you think.