

## **Achievement, Performance & Influence**

By Alan W. Goff

Do you remember a time in your life when you were just blown away by someone's performance? Whether it was work-related or not, it was memorable because of the impression it made on you. You were inspired by the mastery you observed. Even seeing a superior athlete at the top of their game can inspire someone to strive for excellence in other endeavors.

You, too, can have remarkable influence through your own performance and achievement. One of the best parts of performing remarkably is that you have the chance to inspire someone else to do the same. Example is the most powerful aspect of influence.

Exactly three years ago, I found myself sitting at a table in Washington, DC discussing this very topic with best selling author of *The Fred Factor* and *You Don't Need a Title to be a Leader*, Mark Sanborn.

Mark shared that to set yourself up to be a remarkable influencer, begin with consistently achieving your goals. That alone will set you apart as an extraordinary example. A 2006 poll conducted by the LifeSuccess Corporation concluded that less than 3% of people who set goals actually ever achieve them... that's a 97% failure rate, and frankly I don't think the average has gotten any better over the past 4 years.

What category are you in? Would you like to improve your influence by example? Read on...

Once you've mastered the achieving process, it becomes almost natural to inspire others by sharing what you know and becoming an informal teacher. Rather than offering suggestions (which might be construed as criticism), offer assistance. "If you'd like, I'll show you what I've learned...." Also, simply challenging your "student" to think about the why or the reasons behind what he or she does instead of just the how, when, and what can make a big difference in how he or she performs.

Consider not only current performance but future potential-in yourself and in others. Help others see their own potential. Remember that

we're all works-in-progress.

What fuels achievement and remarkable performances, and what fuels you? Passion is what keeps your work from feeling like work. It changes not just your attitude but your behavior. You can influence others by reminding them that there will always be things we need to do that we aren't necessarily passionate about, but they don't need to crowd out doing things that matter and arouse a sense of purpose. Someone once said that a cynic is a passionate person who doesn't want to be disappointed again. Perhaps you can help someone regain passion in his or her life.

Achievers and influencers alike stay connected to their principles. Principles are what center you as a person and help you retain your integrity throughout your life. They will be critical in the difficult decisions you make.

Finally, persistence is another key to remarkable achievement and influence. Don't give up or let your standards down in the face of difficulty. Your perseverance in the face of adversity might be just the example others need to keep going and to maintain their standards.

Remember that a truly remarkable performance on your part can have a significant and positive impact on others. In the end remarkable influence is more about what you give than what you get. Remarkable performance is not only about how you achieve success, but what you do with the fruits of that success that define you and has the potential to help others.