

THE SEVEN TRAITS OF INFLUENCE

LIKEABILITY

1. Be Respectful Of Everyone
2. Be Authentic
3. Have Willingness To Be Wrong
4. Listen
5. Laugh



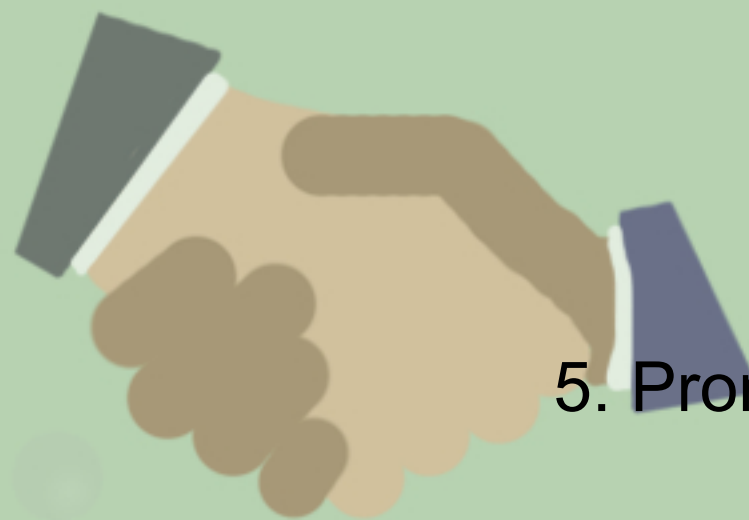
CONFIDENCE

1. Eliminate Self-Doubt
2. Find Out What's Real
3. Nothing Is Inherently Threatening
4. Face Your Fear
5. Choose Your Battles
6. Go Beyond
7. Remain Humble



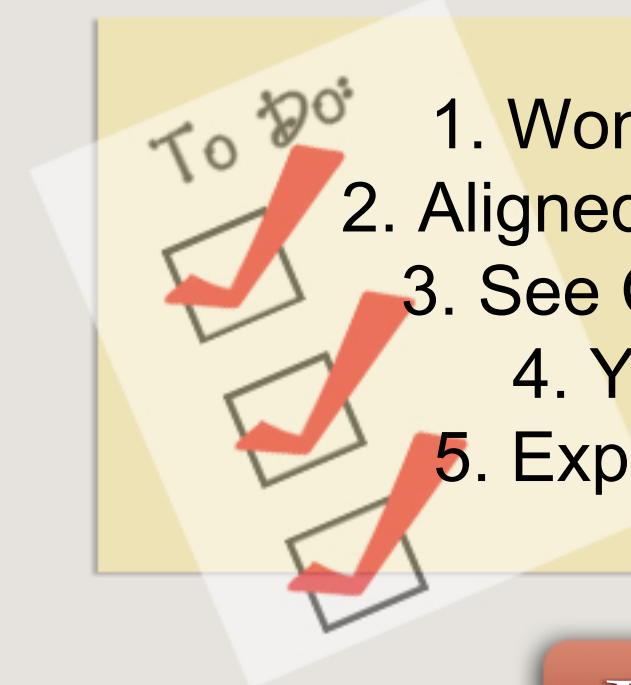
TRUSTWORTHINESS

1. Be Truthful
2. Stay Loyal
3. Keep Promises
4. Be Accountable
5. Promote Communication and Understanding



COMMITMENT

1. Won't Feel Like a Burden
2. Aligned With Your Core Values
3. See Commitment as Honor
4. You Will Be Noticed
5. Experience a Good Tired



PASSION

- Things to Avoid:**
1. Downward Communication
 2. Conflict Met With Disrespect
 3. Shunning New Ideas



COURAGE

1. Self-Discipline
2. Create Knowledge
3. Stay Grounded in Beliefs and Values
4. Hang Out With Courageous People
5. Practice It

EMPOWERING

1. Believe All People Have Worth
2. Trust Others Will Grow
3. Show Patience
4. Exhibit Humility



www.karen-keller.com

