

## ADDING VALUE

# THE DOORWAY TO INFLUENCING OTHERS

*“How far you go in life depends on your being tender with the young, compassionate with the aged, sympathetic with the striving, and tolerant of the weak and strong. Because some day in life you will have been all of these.”*  
— George Washington Carver

### DISCUSS

Take one minute to share your results from last week – what action did you take and how did it benefit you?

### VIDEO

Watch the video of John Maxwell teaching about adding value and take notes below.

**Question:** What is the most effective way to gain influence with others?

## CONSISTENTLY ADDING VALUE TO PEOPLE

### Which Person Are You?

In the morning do you ask...

“Who can \_\_\_\_\_ add value to today?” ...OR ...

“Who is going to add value to \_\_\_\_\_ today?”

We are either a \_\_\_\_\_ person or

a \_\_\_\_\_ person in people’s lives.

### How to Add Value to Others

1. \_\_\_\_\_ People.
2. Make Yourself \_\_\_\_\_.
3. \_\_\_\_\_ and Relate to What People Value.

## Ways to Win With People

1. \_\_\_\_\_ in front of other people.
2. Be the \_\_\_\_\_ to help.
3. Remember a person's \_\_\_\_\_.
4. Write notes of \_\_\_\_\_.
5. Do for others what they \_\_\_\_\_ for themselves.

## DISCUSSION

*Use the following questions to discuss the issue of adding value. Everyone is asked to participate and to be authentic in their responses.*

1. What do you think it means to add value to people? Describe it.
2. Give some examples of how other people have added value to you in the past. How did it make you feel about yourself? How did it make you feel about the person who added value?
3. If adding value is an intentional choice — and is the surest route to increased influence — why do you think so few people make it a daily priority?
4. How easy or difficult do you find it to be a “plus” person with an outward-focus and a mindset of adding value to others rather than receiving value from others? Explain.
5. Maxwell states that when a leader truly values people, he or she will not manipulate people. Do you agree or disagree with that? Explain. What if any characteristic better guards a leader against manipulating others?
6. What skills, resources, talents, or opportunities do you possess that would be most useful for adding value to others? Why?
7. If you have used any of them to add value in the past, what did you do? How did it make you feel?
8. How much of the ability to add value comes from what you possess and how much from attitude? Explain.
9. What can a person do to shift from having a daily mindset of receiving to a mindset of giving and adding value?
10. What could you most easily do beginning today to add value to others and get you in the habit of giving?

## PERSONAL ACTION PLAN

*Take two minutes to complete the section below.*

How do you rate yourself on adding value to others on a scale from 1-10 (circle one)?

1   2   3   4   5   6   7   8   9   10

Why did you give yourself this rating?

---

---

---

What benefit would you like to receive by improving in this area?

---

---

---

If there is someone who adds value to others whom you admire, what traits does he or she exhibit?

---

---

---

What specific action will you take this week to improve your ability to add value to others?  
(Be prepared to report back next week on how you did.)

---

---

---

*Take one minute to share with the group what action you intend to take this week and how you hope it will benefit you and others.*