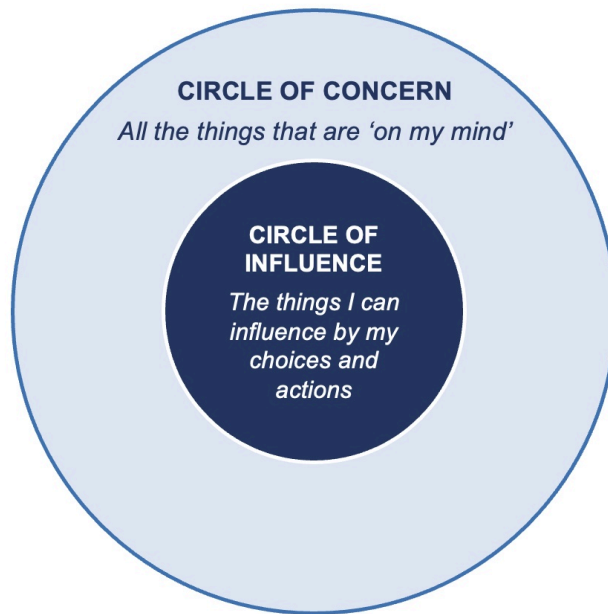


Influence & Concern



We all carry a wide **Circle of Concern** - everything we care about, both personally and professionally: the economy, our workload, a reorganization, the past, the decisions and moods of other people, etc. etc. Many things matter to us, but *few are actually ours to control*.

Inside that wide circle sits a smaller one: the **Circle of Influence**. It holds *only the things we can genuinely affect through our own choices, attitudes, and actions*.

The key is difference between the two: ***How many things am I concerned about over which I have no control or little influence??***

Focusing on things over which I have no influence is a waste of time and energy. Blaming, worrying, waiting for someone else to act – all of that energy is wasted.

Invest it in your Circle of Influence – choose to do what is *genuinely yours to do* - and something useful can happen: your circle of influence grows, expanding into territory that used to be only concern.

Let go of what you can't influence – easier said than done, but when you can “let it go”, your Circle of Concern shrinks, and becomes more manageable, as you focus only on those things you can actually influence!

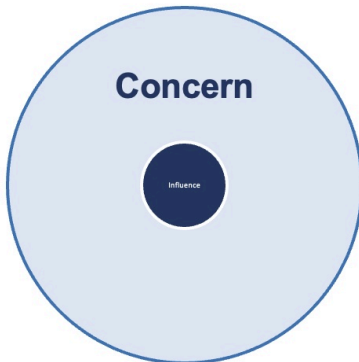
Energy spent on the outer ring is a waste. Energy spent on the inner circle expands it.

JOHN RIORDAN

Leadership & Organization
Development

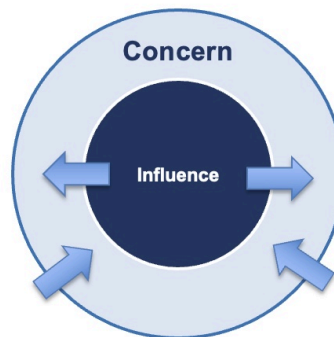
From Concern to Influence: Three Mentalities

The same situation looks different depending on the mentality we bring to it. As we take ownership of what is genuinely ours, the Circle of Influence widens - and our language shifts from “I” to “we.”



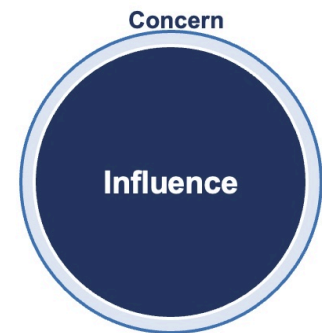
VICTIM

*So many concerns. Very little influence.
“There’s nothing I can do.”
“They’re making me feel this way.”*



EMPOWERMENT

*Influence what I can. Let go of what I can’t.
“I’m responsible for my choices.”
“I’ll let go of what I can’t influence.”*



LEADERSHIP

*Fewer concerns. Greater influence.
“What can I / WE do about it?”
“What do I / WE need to let go of?”*

Applying the Mindset

Pick a real situation that's been on your mind, and work it through:

- 1. What things are concerning me at the moment – what’s on my mind right now?*
- 2. Of those, which factors (or aspects) can I actually influence through my own choices?*
- 3. Which factors (or aspects) are outside my influence - what do I need to let go of?*
- 4. Is there a place where I've slipped into a victim mentality, and what would it look like to shift toward empowerment or leadership?*
- 5. What are the most crucial actions I can take - and by when?*