



How to Influence People: Make a Difference in Your World

John C. Maxwell, Jim Dornan

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You *can* make a difference!

Believe it or not, the most effective way to make an impact on the world is to make an impact on individual people. How do you do that? Through influence.

In *How to Influence People*, leadership guru John C. Maxwell and his friend Jim Dornan tell you how to make a positive impact on every person in your life, from your children and coworkers to your customers and the barista at the coffee shop.

How to Influence People will empower you to become a potent and positive influence in the lives of those around you without using a position or title. By “pouring your life into other people” (Dr. Maxwell’s definition of *mentoring*), “you can truly make a difference in their lives.” And when you make a difference in the lives of others, it makes a difference in your life too.

Learn to perceive the stages of influence in your relationships and skillfully navigate your progress from perfect stranger to helpful confidant, to inspiring mentor and multiplier of influencers.

Let this book impact your relationships, great and small, and make you a positive influencer and better leader in the lives of those around you.

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