

## Becoming A Person Of Influence John C Maxwell

Developing the Leader Within You is Dr. Maxwell's first and most enduring leadership book, having sold more than one million copies. In this Christian Leaders Series edition of this Maxwell classic, you will discover the biblical foundation for leadership that John Maxwell has used as a pastor and business leader for more than forty years. These same principles and practices are available for everyday leaders in every walk of life. It is a lofty calling to lead a group—a family, a church, a nonprofit, a business—and the timeless principles in this book will bring positive change in your life and in the lives of those around you. You will learn: The True Definition of Leader. "Leadership is influence. That's it. Nothing more; nothing less." The Traits of Leadership. "Leadership is not an exclusive club for those who were 'born with it.' The traits that are the raw materials of leadership can be acquired. Link them up with desire, and nothing can keep you from becoming a leader." The Difference Between Management and Leadership. "Making sure the work is done by others is the accomplishment of a manager. Inspiring others to do better work is the accomplishment of a leader." God has called every believer to influence others, to be salt and light. Developing the Leader Within You will equip you to improve your leadership and inspire others.

Whether you work as a plumber or politician, manager or metal-worker--where you work is your mission field. Believe it or not, your business was created for Kingdom business. There is a level of fruitfulness and authority in which God wants you to operate. This life-transforming message has been newly revised and expanded to provide you with fresh insights and revelation on how you can be a person of tremendous influence in the arena where God has placed you. This Kingdom leadership playbook promises to catapult you to the next level of your career, profession, business, or ministry. Learn how to build your faith in God and understand His perfect plan for your life. Your faith was never meant to be separated from your work or business life. Using both scripture and personal stories, Bill Winston will show you how God is restoring this unbeatable team of kings and priests to advance His Kingdom and transform the marketplace through the superior principles of faith and fruitfulness.

The #1 New York Times bestseller. Over 3 million copies sold! Tiny Changes, Remarkable Results No matter your goals, Atomic Habits offers a proven framework for improving--every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results. If you're having trouble changing your habits, the problem isn't you. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems. Here, you'll get a proven system that can take you to new heights. Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field. Learn how to:

- make time for new habits (even when life gets crazy);
- overcome a lack of motivation and willpower;
- design your environment to make success easier;
- get back on track when you fall off course; ...and much more.

Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits--whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit smoking, lose weight, reduce stress, or achieve any other goal.

Every industry revolves around Key People of Influence. People think it takes decades of hard work, academic qualifications and good luck to become a Key Person of Influence. This book shows that there is a strategy for fast-tracking your way to the inner circle of the industry you love. Your ability to succeed depends on your ability to influence.

Becoming a Person of Influence and Talent Is Never Enough is authored by John C. Maxwell and bundled into a 2-in-1 collection.

America's leadership expert teaches that if your life in any way connects with other people, you are an influencer. Whatever your vocation or aspiration is, you can increase your impact with Maxwell's simple, insightful ways to interact more positively with others. Watch your personal and organizational success go off the charts!

The late Carl Rogers, founder of the humanistic psychology movement, revolutionized psychotherapy with his concept of "client-centered therapy." His influence has spanned decades, but that influence has become so much a part of mainstream psychology that the ingenious nature of his work has almost been forgotten. A new introduction by Peter Kramer sheds light on the significance of Dr. Rogers's work today. New discoveries in the field of psychopharmacology, especially that of the antidepressant Prozac, have spawned a quick-fix drug revolution that has obscured the psychotherapeutic relationship. As the pendulum slowly swings back toward an appreciation of the therapeutic encounter, Dr. Rogers's "client-centered therapy" becomes particularly timely and important.

Don't wait for that promotion! Start leading NOW...right where you are! What's the number one question leadership expert John C. Maxwell is asked while conducting his leadership conferences? "How can I implement what you teach when I'm not the top leader?". Is it possible to lead well when you're not the top dog? How about if the person you work for is a bad leader? The answer is a resounding yes! Welcome to The 360° Leader. People who desire to lead from the middle of organizations face unique challenges. And they are often held back by myths that prevent them from developing their influence. Dr. Maxwell, one of the globe's most trusted leadership mentors, debunks the myths, shows you how to overcome the challenges, and teaches you the skills you need to become a 360° leader. If you have found yourself trying to lead from the middle of the

organization, as the vast majority of professionals do, then you need Maxwell's insights. You have a unique opportunity to exercise influence in all directions—up (to the boss), across (among your peers), and down (to those you lead). The good news is that your influence is greater than you know. Practice the disciplines of 360° leadership and the opportunities will be endless . . . for your organization, for your career, and for your life.

The definition of great leadership, backed by ground-breaking research *When Execution Isn't Enough* examines the essential leadership skills that go beyond simply executing strategies well. It examines the leadership skills that inspire excellence and drive growth. Great leaders think differently, but their secrets, values, and behaviors can't be bottled—or can they? Is leadership so contextual that it defies standardization? In this book, McKinsey's global head of leadership development draws on ground-breaking McKinsey research to uncover 20 distinct leadership traits. All are important, but some make all the difference in inspiring organizations to exceptional results and growth—and a select few create the vast chasm between strong and weak organizations in terms of leadership effectiveness. Structured as a business parable, this book employs a rich cast of corporate characters to illustrate the critical behaviors of inspirational leadership and the outcomes that become possible. Attempting to nail down exactly what makes a leader inspirational is like trying to capture lightning in a bottle, but new McKinsey research has identified the behavioral leadership catalysts that inspire greatness. This book describes the behaviors to inspire that can be learned—to turn a good leader into a great leader. Understand the neuroscience of inspiration Tailor your inspirational approach to different leadership scenarios Initiate an inspiration cascade to influence people at scale The picture of leadership has changed over time. Today's great leaders are authentic, enthusiastic decision-makers with engaging visions, who are quick to communicate and take action. Less than half of all CEOs believe that their training investments will pay off, yet everyone agrees that leadership drives performance—where is the disconnect? It's in the belief that simple leadership behaviors equal results, forgetting that exceptional results only come from inspiration. *When Execution Isn't Enough* shows you how to attain the missing link of great leadership to bring exceptional results of your organization. Are there tried and true principles that are always certain to help a person grow? John Maxwell says the answer is yes. He has been passionate about personal development for over fifty years, and for the first time, he teaches everything he has gleaned about what it takes to reach our potential. In the way that only he can communicate, John teaches . . . The Law of the Mirror: You Must See Value in Yourself to Add Value to Yourself The Law of Awareness: You Must Know Yourself to Grow Yourself The Law of Modeling: It's Hard to Improve When You Have No One But Yourself to Follow The Law of the Rubber Band: Growth Stops When You Lose the Tension Between Where You are and Where You Could Be The Law of Contribution: Developing Yourself Enables You to Develop Others This third book in John Maxwell's Laws series (following the 2-million seller *The 21 Irrefutable Laws of Leadership* and *The 17 Indisputable Laws of Teamwork*) will help you become a lifelong learner whose potential keeps increasing and never gets "used up."

Chris Widener's message about influence is refreshing: that it's not something you "do" to other people but rather something that starts with how you shape and transform your own life. Forget about manipulation and slick fast-talking; true influencers change themselves first.

In a life filled with meaning and accomplishment, Michelle Obama has emerged as one of the most iconic and compelling women of our era. As First Lady of the United States of America, she helped create the most welcoming and inclusive White House in history. With unerring honesty and lively wit, she describes her triumphs and her disappointments, both public and private. Former Secret Service agent and star of Bravo's *Spy Games* Evy Poumpouras shares lessons learned from protecting presidents, as well insights and skills from the oldest and most elite security force in the world to help you prepare for stressful situations, instantly read people, influence how you are perceived, and live a more fearless life. *Becoming Bulletproof* means transforming yourself into a stronger, more confident, and more powerful person. Evy Poumpouras—former Secret Service agent to three presidents and one of only five women to receive the Medal of Valor—demonstrates how we can overcome our everyday fears, have difficult conversations, know who to trust and who might not have our best interests at heart, influence situations, and prepare for the unexpected. When you have become bulletproof, you are your best, most courageous, and most powerful version of you. Poumpouras shows us that ultimately true strength is found in the mind, not the body. Courage involves facing our fears, but it is also about resilience, grit, and having a built-in BS detector and knowing how to use it. In *Becoming Bulletproof*, Poumpouras demonstrates how to heighten our natural instincts to employ all these qualities and move from fear to fearlessness.

*I AND THOU* is one of the most important books of Western Theology. In it, Martin Buber, heavily influenced by the writings of Nietzsche, unites the proto-Existentialist currents of modern German thought with the Judeo-Christian tradition, powerfully updating faith for modern times. Since its first appearance in Germany in 1923, this slender volume has become one of the epoch-making works of our time. This work is the centerpiece of Buber's philosophy. It lays out a view of the world in which human beings can enter into relationships using their innermost and whole beings to form true partnerships. This is the original English translation, and it was prepared in the author's presence.

A look at how new technologies can be put to use in the creation of a more just society. Artificial Intelligence (AI) is not likely to make humans redundant. Nor will it create superintelligence anytime soon. But it will make huge advances in the next two decades, revolutionize medicine, entertainment, and transport, transform jobs and markets, and vastly increase the amount of information that governments and companies have about individuals. *AI for Good* leads off with economist and best-selling author Daron Acemoglu, who argues that there are reasons to be concerned about these developments. AI research today pays too much attention to the technological hurdles ahead without enough attention to its disruptive effects on the fabric of society: displacing workers while failing to create new opportunities for them and threatening to undermine democratic governance itself. But the direction of AI development is not preordained. Acemoglu argues for its potential to create shared prosperity and bolster democratic freedoms. But directing it to that task will take great effort: It will require new funding and regulation, new norms and priorities for developers themselves, and regulations over new technologies and their applications. At the intersection of technology and economic justice, this book will bring together experts--economists, legal scholars, policy makers, and developers--to debate these challenges and consider what steps tech companies can do take to ensure the advancement of AI does not further diminish economic prospects of the most vulnerable groups of population.

A #1 New York Times bestselling author and leadership expert answers questions from his readers about what it takes to be in charge and make a difference. John Maxwell, America's #1 leadership authority, has mastered the art of asking questions, using them to learn and grow, connect with people, challenge himself, improve his team, and develop better ideas. Questions

have literally changed Maxwell's life. In GOOD LEADERS ASK GREAT QUESTIONS, he shows how they can change yours, teaching why questions are so important, what questions you should ask yourself as a leader, and what questions you should be asking your team. Maxwell also opened the floodgates and invited people from around the world to ask him any leadership question. He answers seventy of them--the best of the best--including . . . What are the top skills required to lead people through difficult times? How do I get started in leadership? How do I motivate an unmotivated person? How can I succeed working under poor leadership? When is the right time for a successful leader to move on to a new position? How do you move people into your inner circle? No matter whether you are a seasoned leader at the top of your game or a newcomer wanting to take the first steps into leadership, this book will change the way you look at questions and improve your leadership life.

#1 NEW YORK TIMES BESTSELLER • PULITZER PRIZE FINALIST • This inspiring, exquisitely observed memoir finds hope and beauty in the face of insurmountable odds as an idealistic young neurosurgeon attempts to answer the question What makes a life worth living? NAMED ONE OF PASTE'S BEST MEMOIRS OF THE DECADE • NAMED ONE OF THE BEST BOOKS OF THE YEAR BY The New York Times Book Review • People • NPR • The Washington Post • Slate • Harper's Bazaar • Time Out New York • Publishers Weekly • BookPage Finalist for the PEN Center USA Literary Award in Creative Nonfiction and the Books for a Better Life Award in Inspirational Memoir At the age of thirty-six, on the verge of completing a decade's worth of training as a neurosurgeon, Paul Kalanithi was diagnosed with stage IV lung cancer. One day he was a doctor treating the dying, and the next he was a patient struggling to live. And just like that, the future he and his wife had imagined evaporated. When Breath Becomes Air chronicles Kalanithi's transformation from a naïve medical student "possessed," as he wrote, "by the question of what, given that all organisms die, makes a virtuous and meaningful life" into a neurosurgeon at Stanford working in the brain, the most critical place for human identity, and finally into a patient and new father confronting his own mortality. What makes life worth living in the face of death? What do you do when the future, no longer a ladder toward your goals in life, flattens out into a perpetual present? What does it mean to have a child, to nurture a new life as another fades away? These are some of the questions Kalanithi wrestles with in this profoundly moving, exquisitely observed memoir. Paul Kalanithi died in March 2015, while working on this book, yet his words live on as a guide and a gift to us all. "I began to realize that coming face to face with my own mortality, in a sense, had changed nothing and everything," he wrote. "Seven words from Samuel Beckett began to repeat in my head: 'I can't go on. I'll go on.'" When Breath Becomes Air is an unforgettable, life-affirming reflection on the challenge of facing death and on the relationship between doctor and patient, from a brilliant writer who became both. While books and articles on leadership abound, most of them are written by "successful" men who look at the world through the lens of a Western business model. The standard for success is based on the bottom line--financial growth in both the personal and corporate realms. This perspective has infected Christian leadership literature as well. In Leadership Reconsidered, Ruth A. Tucker calls for a revised definition--one that abandons the love of power and success for the eternal value of legacy. She challenges the assumption that a leader must by definition have followers, be an extrovert, crave recognition, and dominate others. Instead, legacy encompasses the values of behind-the-scenes influence that are available to everyone and last beyond the grave. This unique and refreshing perspective on leadership is accessible and engaging and will make an impact on anyone who takes it to heart.

In the present book, How to Win Friends and Influence People, Dale Carnegie says, "You can make someone want to do what you want them to do by seeing the situation from the other person's point of view and arousing in the other person an eager want." You learn how to make people like you, win people over to your way of thinking, and change people without causing offense or arousing resentment. For instance, "let the other person feel that the idea is his or hers" and "talk about your own mistakes before criticizing the other person." This book is all about building relationships. With good relationships, personal and business successes are easy and swift to achieve.

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Discover for yourself how to get along better with business associates, family members, and almost everyone else.

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"John Maxwell will lead you through the principles of influence. John teaches the importance of influence and its direct impact on your leadership ability. You will be introduced to ways to increase your influence within your organization and beyond."--Publisher's web site.

Woodson's classic work of criticism explores how the education received by blacks has failed to give them an appreciation of themselves as a race and their contributions to history. Woodson puts forward a program that calls for the educated to learn about their past and serve the black community. (Education/Teaching)

This lush book of photography represents National Geographic's Photo Ark, a major cross-platform initiative and lifelong project by photographer Joel Sartore to make portraits of the world's animals—especially those that are endangered. His powerful message, conveyed with humor, compassion, and art—to know these animals is to save them. Sartore intends to photograph every animal in captivity in the world. He is circling the globe, visiting zoos and wildlife rescue centers to create studio portraits of 12,000 species, with an emphasis on those facing extinction. He has photographed more than 6,000 already and now, thanks to a multi-year partnership with National Geographic, he may reach his goal. This book showcases his animal portraits— from tiny to mammoth, from the Florida grasshopper sparrow to the greater one-horned rhinoceros. Paired with the eloquent prose of veteran wildlife writer Douglas Chadwick, this book presents a thought-provoking argument for saving all the species of our planet.

Priestley details how anyone can become a key person of influence within his or her industry in a very short time.

Adolescence is a time when youth make decisions, both good and bad, that have consequences for the rest of their lives. Some of these decisions put them at risk of lifelong health problems, injury, or death. The Institute of Medicine held three public workshops between 2008 and 2009 to provide a venue for researchers, health care providers, and community leaders to discuss strategies to improve adolescent health.

You never dreamed being the boss would be so hard. You're caught in a web of conflicting expectations from subordinates, your supervisor, peers, and customers. You're not alone. As Linda Hill and Kent Lineback reveal in *Being the Boss*, becoming an effective manager is a painful, difficult journey. It's trial and error, endless effort, and slowly acquired personal insight. Many managers never complete the journey. At best, they just learn to get by. At worst, they become terrible bosses. This new book explains how to avoid that fate, by mastering three imperatives: · Manage yourself: Learn that management isn't about getting things done yourself. It's about accomplishing things through others. · Manage a network: Understand how power and influence work in your organization and build a network of mutually beneficial relationships to navigate your company's complex political environment. · Manage a team: Forge a high-performing "we" out of all the "I"s who report to you. Packed with compelling stories and practical guidance, *Being the Boss* is an indispensable guide for not only first-time managers but all managers seeking to master the most daunting challenges of leadership.

World-renowned leadership expert and bestselling author John C. Maxwell says if you want to be an effective leader, you must learn how to connect with people. While it may seem like some folks are just born with a commanding presence that draws people in, the fact is anyone can learn to communicate in ways that consistently build powerful connections. *Everyone Communicates, Few Connect*, helps you succeed by revealing Maxwell's Five Principles and Five Practices to develop this crucial skill of connecting, including: finding common ground, keeping your communication simple, capturing people's interest, inspiring people, and staying authentic in all your relationships. Your ability to achieve results in any organization—be it a company, church, nonprofit, or even in your family—is directly tied to the leadership skills in your toolbox. Connecting is an easy-to-learn skill you can apply today in your personal, professional, and family relationships to start living your best life.

This beloved book by E. B. White, author of *Stuart Little* and *The Trumpet of the Swan*, is a classic of children's literature that is "just about perfect." Illustrations in this ebook appear in vibrant full color on a full-color device and in rich black-and-white on all other devices. Some Pig. Humble. Radiant. These are the words in Charlotte's Web, high up in Zuckerman's barn. Charlotte's spiderweb tells of her feelings for a little pig named Wilbur, who simply wants a friend. They also express the love of a girl named Fern, who saved Wilbur's life when he was born the runt of his litter. E. B. White's Newbery Honor Book is a tender novel of friendship, love, life, and death that will continue to be enjoyed by generations to come. It contains illustrations by Garth Williams, the acclaimed illustrator of E. B. White's *Stuart Little* and Laura Ingalls Wilder's *Little House* series, among many other books.

Being a leader means working with people, and that's not always easy! Whether in your office, church, neighborhood, or elsewhere, your interpersonal relationships can make or break you as a leader. That's why it's so important to be a "people person" and develop your skills in tapping that most precious of all resources: people. In this powerful book, America's leadership expert John Maxwell helps you: discover and develop the qualities of an effective "people person" improve your relationships in every area of life understand and help difficult people overcome differences and personality traits that can cause friction inspire others to excellence and success Loaded with life-enriching, life-changing principles for relating positively and powerfully with your family, friends, colleague, and clients, *Be a People Person* is certain to help you bring out the best in others—and that's what effective leadership is all about.

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.

\* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. As you read this summary, you will discover that charisma is a factor of success.

You will also discover : that it is possible to learn how to become influential; that only a positive influence is really effective; that your success depends on listening and understanding the needs of others; that you will always be the primary beneficiary of your ability to focus on others; that your charisma can also lead others to their own success. Why become a person of influence? Because, unless you live on a desert island, you spend your life in contact with others. For the exchange between beings to be effective, it must be favorable to all. Do you want to motivate your employees on a long-term basis? Do you want to broaden your customer base? or do you want to promote your child's development? It is by becoming the driving force behind a win-win contact with the people around you that you will be able to achieve your goals. So, this is surely the right time to learn how to become a person of influence! \*Buy now the summary of this book for the modest price of a cup of coffee!

Unleash your leadership potential. No matter who you are, you can lead—and lead well. That is the message New York Times bestselling author John C. Maxwell gives in this power-packed guidebook: Leadership 101. Here the consummate leader offers a succinct and inspiring framework for enhancing the leadership abilities you already possess. Learn how to: Follow your vision and bring others with you Produce a lasting legacy Grow the loyalty of your followers Make continual investments in the quality of your leadership Increase your ability to influence others Determine your leadership "lid" Empower others through mentoring Create a foundation of trust Use self-discipline to improve your character—and your results One of the keys to successful leadership is applying the concepts that have made other leaders strong. Here's your opportunity to do just that.

From the bestselling authors of The Go-Giver, Go-Givers Sell More, and The Go-Giver Leader comes another compelling parable about the paradox of getting ahead by placing other people's interests first. The Go-Giver Influencer is a story about two young, ambitious businesspeople: Gillian Waters, the chief buyer for Smith & Banks, a midsized company that operates a national chain of pet accessory stores; and Jackson Hill, the founder of Angels Clothed in Fur, a small but growing manufacturer of all-natural pet foods. Each has something the other wants. To Jackson, Smith & Banks represents the possibility of reaching more animals with his products--if he can negotiate terms and conditions that will protect his company's integrity. To Gillian, Angels Clothed in Fur could give her company a distinctive, uniquely high-quality line that will help them stand out from their competitors--if Angels Clothed in Fur can be persuaded to give them an exclusive. At first, the negotiations are adversarial and frustrating. Then, coincidentally, Gillian and Jackson each encounter a mysterious yet kindly mentor. Over the next week, while neither one realizes the other is doing the same, both Gillian and Jackson learn the heart of both mentors' philosophies: The Five Secrets of Genuine Influence. The story ends in a way that surprises everyone--and with lessons we can all apply in our efforts to resolve conflicts and influence others. With 365 days of guidance, inspiration, and journaling, you can stay positive all year--and become the best possible you! Using science-backed research and positive psychology, this five-minutes-a-day journal offers motivational tips, prompts, and exercises to guide you to long-term happiness and fulfillment. Learn how to mindfully savor the moments, build friendships and confidence, handle challenges and emotions, and realize your personal potential.

Using insights from the Bible, dynamic pastor and motivational speaker Maxwell gives detailed steps for developing the attitude of mind which brings peace, courage, and success--to help turn problems into opportunities.

"The 21 Indispensable Qualities of a Leader gets straight to the heart of leadership issues. Maxwell once again touches on the process of developing the art of leadership by giving the reader practical tools and insights into developing the qualities found in great leaders." - Kenneth Blanchard, Coauthor of The One Minute Manager® "Dr. John Maxwell is the authority on leadership today. His innovative yet timeless principles on how to effectively lead others have personally impacted my life and my business. This is a must-read for any organization that wants to succeed in the new millennium." -Peter Lowe, President of Peter Lowe International and Peter Lowe's SUCCESS Seminars "My dear friend John Maxwell has proven his ability to lead leaders. I anticipate learning even more from his new book." -Max Lucado, Author of Just Like Jesus

Becoming a Person of Influence How to Positively Impact the Lives of Others Thomas Nelson

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