

3 SKILLS THAT BUILD AUTHORITY, INFLUENCE, AND GET PEOPLE TO TAKE ACTION!



Get People to Take Action by **Connecting, Investigating, and Expressing**, in other words, **by being curious!**

If you have goals and dreams, you will likely need others' support to help achieve them; for example, if you are trying to get your kids to help with cutting the grass or get your staff of brilliant engineers to build the next greatest Rocketship.

To achieve results, you need alignment, support, and especially buy-in. Most people think that it is simply communicating the plan and setting it in motion; however, people need more than simple instructions and orders. If you want to get people to act and sustain success, you need fundamental skills that communicate with authority, influence desires, and inspire people to take action with excitement!

Unfortunately, most people lack the skills needed to inspire, motivate and lead. However, some get lucky and succeed by chance. For others, these skills come with years of experience, trial and error. Ask any CEO, doctor, musician, or top salesperson about the years and hard work, dedication, pain, and sacrifice they had to endure.

A few years ago, I discovered a powerful skill that allowed me to connect and communicate with authority, influence others by investigating, and create action by expressing. *I named the skill The Curiosity Theory.*

When you approach people with **curiosity**, it's much easier to connect, inspire and motivate them to act. But what does curiosity mean, and why is it so powerful? To answer this question, I put together a 3-Step guide so that you can learn the principles and start to use the power of curiosity to build authority, influence, and get people to take action! It works for me and others who use the tool; *I know it will help you.*



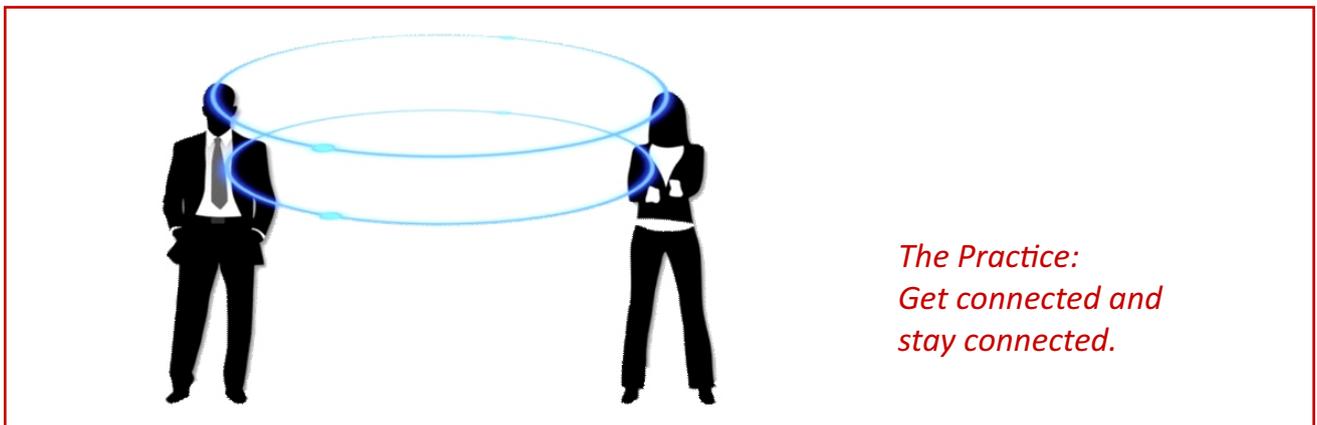


01 Connect:

Connecting is the most fundamental human need. Without connection, a relationship has no basis and no foundation. Connection is different than associating, talking, or giving your opinion. Connection is where you start to build authority, inspire and influence change. Once connected, people will be open to sharing what is important to **them**. It gives people the confidence to reveal their intentions, their thought processes and ask for support. Have you ever asked for help from someone you did not trust?

Of course not!

When someone asks for support, it is a good indication they trust, respect, accept your authority and influence. The **Curiosity Theory** will give you the tools to respond to their needs with respect, influence their thought process and positively contribute to the results.



*The Practice:
Get connected and
stay connected.*



02 Investigate:

A powerful way to respond once you have a connection is to *“curiously investigate.”*

Curiously Investigating is not just asking questions to understand what the person may need; it is a tool to find what may be lacking, find the frustrations, and finally, the *real* needs and goals.

By curiously investigating, it gives you a deeper understanding of situations, a stronger connection with people, and the greater probability for a positive outcome; It also communicates to the other person that they are important to you because they felt heard.

When people feel listened to and valued, it creates a more profound relationship that helps with confidence, well-being, and belonging; this, in turn, deepens our human connection, authority, and influence. **And, it inspires people to take Action!**



The Practice: Get Curious and Stay Curious

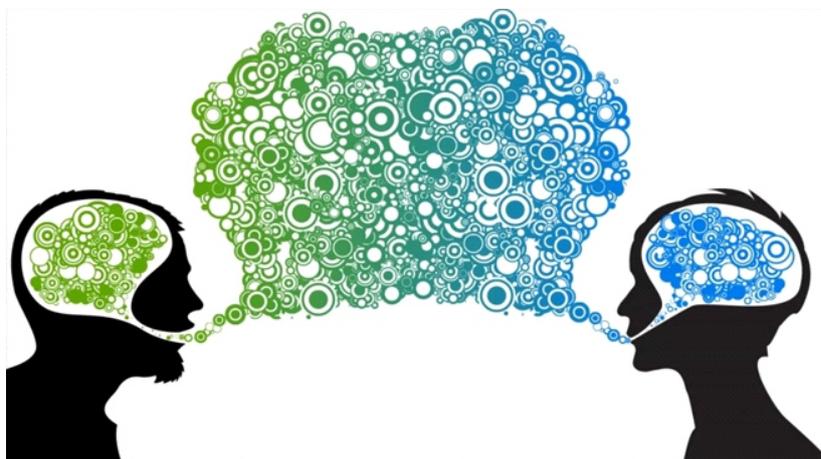


03 Express:

Now that you have established a **Connection** and have **curiously investigated** the needs of the situation, it's time to honestly **express**, explore and communicate openly. Through this process, you gain deeper connection, trust, honesty, and vulnerability. By listening and participating in the process of discovering the ultimate goal, you are in service to another.

Keeping curiosity in the mix holds the door open for honestly expressing, exploring, deeper conversations, and the best part, it is mutually beneficial! Curious interest in any situation or person increases our willingness to take chances, to ask and answer tough questions without fear, to trust and be trusted.

The Curiosity Theory helps you find a better way to connect, honestly express yourself and curiously investigate better outcomes and higher appreciation of any situation. It creates a roadmap towards better relationships, inspires creativity, and motivates action.



*The Practice:
Honestly Express
yourself and Curiously
Investigate others.*

BONUS STEP – Take Action and Get Results

STAR-Process For Results

Stop – Think – Act – Review

- 1: Connect to your needs.
- 2: Get focused and stay focused.
- 3: Stay Curious!

- ✓ Get clear on your goals and the goals of everyone involved.
- ✓ Brainstorm strategies for meeting the goals.
- ✓ Be sure to include the different perspectives and ideas of all involved.
- ✓ Express your ideas and stay curious about the ideas of others. If this is omitted you will quickly regress and immediately lose trust, safety, respect and influence.
- ✓ Make positive doable requests (PDR) for each of the strategies you choose to take action on.
- ✓ Use WWWH to manage the integrity of your promises. Who, does What, by When, & How do we follow-up and follow-through.
- ✓ It's now time to Take ACTION, get to work and get results!
- ✓ Set time to review what you set into motion: Identify what is working, what isn't working, make adjustments and get back into action.

STAR Process for Results worksheet

1) STOP (What?): Current Needs/Shared Goal (Get Clear)
Current Needs: Identify the Needs of the Individuals, Team and Organization.

Individual: _____
Team: _____
Organization: _____

Facts: Gather data concerning this topic.
Feelings: Note feelings expressed concerning this topic.
Shared Goal: To meet the Needs, determine a Shared Goal that all can align on. Be careful to focus on the end result, not on the route or strategies to get there.

2) THINK (How?): Brainstorm Strategies Use people's diversity for different perspectives and ideas for meeting the Shared Goal.

3) ACT (Who? WWWH): Requests - Commitments
Make positive doable requests (PDR) of each other for the strategies you choose to take action on from those above. Document - WALK the Talk!

Assigned (Who)	Commitment (What)	Scheduled (When)	Follow-Up (How)

4) REVIEW (Now what?): Stop - Modify - Start
Set a time to review what you've set in motion in steps 1 - 3 Identify what is working, and what isn't working, in order to make corrections to reach your Shared Goal.

Stop: _____
Modify: _____
Start: _____

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People are influenced and take action by connecting to what they need, not what you need. – The Curiosity Theory

What is the #1 thing everyone in the world wants?

I BELIEVE THAT THE ANSWER IS VERY SIMPLE! IT'S MORE...

Do you want more success, happiness, passion in your relationships, more energy, productivity, and meaning? Oh, and more MONEY would not hurt either.

Everyone wants more of the good life, but to thrive at that next level, you need to activate your full potential, hit a higher gear, and become a high performer at whatever you do. Most importantly, you will need more focus, confidence, energy, and more Authority, Influence & Action.

Let's face it, that's not easy to do on your own!

If you're like most people, you struggle more than you need to. The success you deserve is precisely why we created The Curiosity Theory Workshop and why I coach high-performance individuals and teams.

I Have A Few Questions For You..

Have you been struggling to reach your goals and create the life — personally and professionally — you desire? You can see, feel, and smell it, but you can't make the vision real.

Maybe you have already achieved a high level of success, but you know you can have, be, and do even more, and you want to step into your greatness. But you can't figure out what action, habit, or mindset will get you there.

We all have big goals and dreams, but most of us are drowning in stress, overwhelm, uncertainty, and in this information, overload society we are distracted more than ever, and it is stealing our productivity.

If That Sounds Like You, I Can Help!



BECOME THE LEADER EVERYONE WANTS TO FOLLOW

Get your tailored personal and professional growth plan so that you can become the best version of yourself.

ENTREPRENEURIAL COACHING & MENTORING

Are you ready to take the next step in your career or business growth journey?

Let's connect!

Book a 20-minute no-obligation discovery call.

EXECUTIVE COACHING & LEADERSHIP TRAINING

Are you a Business Leader who leads five people or more?

Right now, we offer a 20-minute no-obligation complimentary business consultation.

ORGANIZATIONAL DEVELOPMENT SOLUTIONS

Are you thinking of increasing your team's leadership influence, creating a diverse and inclusive workplace, or taking your organization to the next level?

Book a 20-minute no-obligation complimentary business consultation.

Book today at:

www.TalkWithMartin.com

Register for our next workshop at:

www.TheCuriosityTheory.com

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