Influencers Build Trust

**Trust** = __________ in someone’s reliability, truthfulness, capability and care.

**Integrity** = honesty, moral uprightness and principled

“The supreme quality of leadership is unquestionably integrity.” – Eisenhower

“The glue that holds all relationships together - including the relationship between the leader and the led is trust, and trust is based on integrity.” Brian Tracy – speaker, author

“Trust is like blood pressure. It’s silent, vital to good health, and if abused it can be deadly." - Frank Sonnenberg, author of Follow Your Conscience

"People follow leaders by choice. Without trust, at best you get compliance." - Jesse Lyn Stoner, author of Full Steam Ahead

"When mistrust comes in, loves goes out." - Irish proverb

We don’t, we can’t (as followers of Jesus and as His church) think about “leadership” or “influence” the way the world often does.

**Matthew 20:20-28**

She was defining influence and leadership in terms of ________ and ________.

Influence and leadership as defined by Jesus and His church is about ___________, __________, and ________________.

There are “leadership” responsibilities within the church – there are people God has gifted and called to serve in those roles –

Not all Christians have to be “leaders”, but all Christians have to be ________________.

**Matthew 5:13,14**

“You are the salt of the earth. ... (and) 14 “You are the light of the world

High-impact influencers do the hard work of building ____________.
1. High-impact influencers embrace a ______________ approach.
   • Real trust (as in real “strong confidence”) takes _______ to earn.

"It takes 20 years to build a reputation and five minutes to ruin it."
Warren Buffett

High-impact influencers seek to __________, not __________.

Strong-confidence is built over time by establishing a track record of trust through those series of small acts of __________ and _____________.

2. High-impact influencers pursue __________ ________________.
   ______ we are is more important than ______ we do.

We don’t ever want to fall under the false burden of thinking we have to be ________, but simultaneously, we don’t ever want to stop pursuing a life of _________.

The foundation stones of personal integrity:

1. Live as a __________ always being discipled. High-impact influencers are never-ending, eager learners.

2. Be a good ____________.
   • ________ where you’re _________. Change the world around you from whatever seat you’re sitting in.

3. Love ____________.
   • There is __________ beneath me.
   • I seek out ________________.
     o I receive ________ willingly and reflectively, not defensively.
     o I am ____________ by those above, beside and below me me.

4. Constantly take inventory of your _____________.