

Session 10

Connectors Live What They Communicate

Credibility is currency for leaders and communicators. With it, they are solvent; without it, they are bankrupt.

The first six months – communication overrides _____.

After six months – credibility overrides _____.

The Credibility Check-List

1. “Have I connected with _____?”

The relationships we have with others are largely determined by the relationships we have with ourselves.

2. “Have I made right my _____?”

3. “Am I _____?”

When you make a commitment you create _____.

When you keep a commitment you create _____.

4. “Do I lead like I _____?”

Author and speaker Jim Rohn observed, “You cannot speak that which you do not know. You cannot share that which you do not feel. You cannot translate that which you do not have. And you cannot give that which you do not possess. To give it and to share it, and for it to be effective, you first need to have it.”

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5. “Do I tell the _____?”

6. “Am I _____?”

Parker Palmer, author of *The Courage to Teach*, says, “We all know that perfection is a mask. So we don’t trust the people behind know-it-all masks. They’re not being honest with us. The people with whom we have deepest connection are those who acknowledge their weaknesses.”

7. “Am I following the _____?”

8. “Do I deliver _____?”

Peter Drucker, the father of modern management, asserted, “Communication...always makes demands. It always demands that the recipient become somebody, do something, believe something. It always appeals to motivation.” In other words, communicators exhort people to deliver results. But to be credible as a communicator, you must also deliver results yourself!

Key Concept: The only way to keep connecting with people is to live what you communicate.

Question: “What area in the Credibility Check-List do I need to work on?”

The Big Q. – “Can I learn to connect with others?”

The Big A. – “Yes.”

Moses was not good with _____.

Moses was not a good _____.

Moses was not a good _____.

Lorin Woolfe, in *The Bible on Leadership* says, “There is a wide-ranging debate about the innateness or ‘learnability’ of effective communication skills and the nature of ‘charisma.’” He weighs in that it can be learned. He writes,

God’s suggestion to Moses was to team him with his brother Aaron, who was

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a better speaker. But it was Moses, not Aaron, who spoke to Pharaoh and led his people out of Egypt. What he lacked in speaking ability, Moses possessed in conviction, courage, and compassion for his people. These traits were communicated unmistakably to all who were exposed to him, both follower and foe.

Moses took whatever ability he did possess, and he made the most of it. He did what he was called to do, and he increased his influence and used it to help an untold number of people. And he connected with them. When he died, an entire nation wept. The people grieved his loss for thirty days.