

# Influence Action Planning Worksheet

## Section One: You as an Influencer

What is Your Style?

Your Style Need?

How may others perceive your efforts to influence them?

How can you be a more Versatile influencer?

## Section Two: The Person You Are Influencing

What is Their Style?

Their Style Need?

What is your desired outcome?

## Track Four: The Sales Call

### Section Three: Planning for Success

**What can you do in advance to make this person more comfortable?**

**What are some signs of tension you can be looking for?**

**If disagreement develops, what is your appropriate response?**