

Words With Wallop For High I Influencing Others

DISC Behavior Style: I for Influence

Outgoing & People-Oriented

Need: Influencing other people to make connections based on human commonalities

Speak these *words with wallop* to outgoing & people-oriented individuals who want to influence others to make connections based on human commonalities.

Quotes From Princess Diana

Princess of Wales

Princess Diana created her own connections with people in need, then used those connections to influence other people to make similar connections.

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#### *Promoting understanding*

“I want my boys to have an understanding of people’s emotions, their insecurities, people’s distress, and their hopes and dreams.”

*Words With Wallop*

“What does this person feel/fear/want?”

#### *Creating connections by being present with people*

“Whoever is in distress can call on me. I will come running wherever they are.”

*Words With Wallop*

“If you sit with them/talk with them/eat with them, you’ll make them feel special. They will also learn that *you* are special.”

#### *Demonstrating how to connect to people who need connections*

“HIV does not make people dangerous to know, so you can shake their hands and give them a hug. Heaven knows they need it.”

*Words With Wallop*

“Their need to be hugged, liked, and included is the same as your need to be hugged, liked, and included.”