Nuggets From the Right Seat

“Experience Driven Advice”

Three Essential Conditions of Influence for the Company Officer

Define your Company’s “Purpose”. Reinforce this “Purpose” by example. Always remind your firefighters on your company’s “purpose”.

**TRUSTWORTHINESS**

1. Always be open and transparent
2. Always be honest-even when it is tough
3. Don’t live in the “Gray” area
4. If you say you are going to do something, you better do it!
5. If you make a mistake, own it quickly. This is an opportunity to gain respect and trust.
6. Don’t close the door-use your door wisely

**EXPERTISE; PERCEPTION OF EXPERTISE**

1. You must know your job and know it well
2. Be a student of the job
3. Identify your weak areas and work to improve them
4. Enhance your strengths
5. Train your people to know more than you, but always strive to know more than your people. Self Initiative!
6. Set measurable attainable expertise goals for yourself-Write them down.
7. Attend conferences regularly. Experience & training; neither stand alone.
8. Always seek to expand your knowledge on EVERY aspect of the job.
9. Analyze your performance-Self Awareness

**ATTRACTIVENESS**

Having values and beliefs that are similar to the firefighters you lead.

1. Identify your core values
2. Live your core values, integrity-you identify yourself in silence
3. Remind your firefighters of the core values regularly and identify how it applies to your “purpose”.
4. How you demonstrate your value system (by example) directly affects, and either attributes or devalues your 1st condition of influence-Trustworthiness