MONDAY INFLUENCER®

A Powerful Digest of Strategies for
Success in Business, Career and Life, from
World-Renowned Experts

Monday, June 16, 2025

Nathaniel C. Schooler & Steven J. Manning
Co-producers, editors and writers . **EVERY DOLLAR SAVES A CHILD®***

MONDAY INFLUENCER® ABSTRACT
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MONDAY INFLUENCER® is devoted to providing insight, knowledge, strategies and tools for success in business, career and life. It is produced by world-renowned authorities in business, technology, leadership, finance, academia, human potential, social impact and health & wellness.

It is published on the first Monday of every month. **All other Mondays, we deliver powerful condensed MONDAY INFLUENCER® ABSTRACTS with at least three immediately actionable strategies and tools, along with specific tasks, timelines and expected outcomes.**

The weekly abstracts also highlight three of our uniquely curated library of over 500 relevant expert talks and interviews with world-renowned authorities.

Please consider this important note before delving into this week's immediately actionable strategies and tools to overcome the biggest challenges in most people's lives. Not every one of the challenges that we tackle each week are imperative for every subscriber. Please assess your current and future challenges to decide the best order for addressing them.

With every challenge that we delve into, week after week, we offer:
- 1-2 short sentences on each challenge
- actionable strategies for each
- tasks & timelines
- expected outcomes

Indeed! The relentless daily cascade of all manner of "experts" on me, actually, self-anointed "master" professionals, who assert to know so much about me! Some even more about me than I do, including all my professional activities for the past many decades. And assert to a 100% certainty that my ability to survive without their sage advice is limited.

And, thankfully, with total confidence and unwavering conviction they enlighten me that my career and indeed my life are already failing, unless I buy into their indispensable coaching!

They further assert that whatever I might have achieved in my past life—everything in and about my life were "in-the-irrelevant-past"—was just happenstance.

All the to change in a massive stroke of good fortune when I grab the golden rod of their acquaintance…

Such amazing good fortune, in fact career, business AND lifesaving, that those "coaches" descended from the consulting and coaching heaven to save me from myself.

My latest such encounter was, well, an hour ago! That "world-class," number-one-among-all-other- number-ones, just told me that me and my efforts, while I might think relevant, are way too ordinary. In fact, he asserted, I may not be a "good-enough fit" for their without-equal global money/reputation/exposure making machine! I would have to qualify in order to spend the large pile of money they would accept from me. If I qualified and we would be on the "same page," therefrom.

I had the temerity to assert that I just did not think we are in the same building, much less library or page.

And "urged" they lose my contact information. Like, forever…

I appreciate our fine readers' and listeners' forbearance having to read the afore-written couple paragraphs. I (Steven J. Manning) wrote/write all this while I have the privilege of having been a "coach," "advisor" and "consultant" to a number of best-known global brands. Some of them were in genuine need of "guidance," to be pedantic. Some in need of gentle intelligence-sobriety taps on their leadership and management heads. And some, a sledgehammer to their genuinely deleterious corporate posture, processes and even supercilious declarations of their very reason for existence.

Gratefully, some of those had the wisdom to hire me. [Sorry, mom and dad. Read that as attempt at humor.]

And to be sure, I had the privilege to engage some exceptional people's superior knowledge, wisdom and coaching along my way, to keep and enhance MY focus.

Now, please evaluate your needs from the "short" list of the most compelling reasons and or situations to engage A QUALITY COACH.* The list that follows is curated from a much more expansive list. Thus, today we will just address only the top three, with more to follow in future MONDAY INFLUENCERS®. For now, a short list and then focus on the top three.

*Not parenthetic to this, we are glad to make introductions to superior coaches and consultants.

THE SHORT LIST…

1. Your personal "behavioral-fit" with the enterprise/job/business:
- Your behaviors as those align with the needs of the business need maintenance.

2. Your professional-fit with the enterprise/job/business:
- Do you fit with the mission, objectives and values of the enterprise/job/business.

3. Action planning and collaboration:
- Identify clear planning and collaborative path to core functions. Without planning, you are lost. Without collaboration with others, well, you are no Robinson Crusoe.

4. Accountability:
- Without accountability, you will not grow nor improve in your performance.

5. You are a Stakeholder. Now, behave like one.
- Where are you in the reporting/feedback/team-dynamics/management structure?

6. Follow-up:
- You and or your job or projects are lost in a tsunami without measurable results and go-forward-focused reporting to all stakeholders. Do you have all that well in hand in a professional manner?

FOR TODAY…

1. YOUR PERSONAL "FIT" WITH THE ENTERPRISE/JOB/BUSINESS

You are legitimately concerned based on feedback from management or colleagues that your behaviors are deleterious to your team's or company's morale, productivity and culture. Among other behaviors, your communications style may be weak, you lack leadership skills, you are rigid and not adaptable to prevailing needs of the team or enterprise.

Tasks/timelines

▸ **Weeks 1-2:**

• Review relevant information on your performance and feedback from management, co-workers, subordinates.

• Identify your management and leadership styles and abilities, and how those manifest in your behaviors.

▸ **Week 3:**

• Review your goal-setting processes. Identify primary goals and tasks you must perform and achieve.

• Identify and focus on behavioral traits and practices that you must change and implement. Among those, work on your emotional intelligence and communications skills.

▸ **Weeks 4-12:**

• Schedule weekly sessions to review new communication skills and new behaviors you implemented in the previous weeks. These weekly sessions must be held without failure.

• At each weekly session, identify continuing needs as well as new ones AND create meaningful tasks that must be completed. This is superior homework that yields superior results.

▸ **Weeks 8-12:**

• Monitor your progress. This task is akin to never missing a follow-up doctor's appointment!

- Feedback from colleagues, managers and others in your milieu.
- This is the time for ongoing HONEST SELF-ASSESSEMENT. Where are you succeeding, where are you lagging behind, what must you do to adjust and "right your ship."

Expected Outcomes

▸ Upgraded behaviors to meet requirements of your job, business and other relationships.

▸ Significant improvement in relationships with other stakeholders in the enterprise. Achieve significant and obvious improved feedback from stakeholders.

▸ Quantitatively and qualitatively measurable contributions to the culture and performance of your team and the enterprise.

2. YOUR PROFESSIONAL "FIT" WITH THE ENTERPRISE/JOB/BUSINESS

Your enterprise/organization/business has a mission, strategic objectives, goals and values. Do you fit?

Tasks/timelines

▸ **Weeks 1-2:**

• Become crystal clear on all relevant goals, strategies, vision and values of both the enterprise and the leadership of the enterprise. This is not a "soft" assessment. Rather, "cold and hard." You must document this for your ready reference.

▸ **Weeks 3-4:**

• Create your own Magna Carta: your own mission statement to align with that of the leadership and all other stakeholders in the enterprise. This "LIVING" document generates your goals, priorities and drives your relationships.

• Engage your management and leaders to make certain that your goals/mission and priorities align.

▸ **Weeks 5-12:**

• Translate your goals/mission and priorities to weekly tasks. Implement tracking mechanisms to assess progress and needs for changes.

• Weekly formal communications with coaches and other stakeholders on ongoing commonalities of purpose. Also to assess the need to collaborate with common and diverse competencies needed to achieve success.

‣ **Weeks 12 …:**

・All processes defined herein-above must be ongoing. You are never done! Words to the wise: in today's world, if you stand still, you fall behind.

Expected Outcomes

‣ Your performance will increasingly be contributory and consistent with the strategic goals of the enterprise and reflect the methods and rhythm required by senior leadership.

‣ You will be an increasingly integral component of the team(s) you must be part of. Your focus, direction, purpose and enhanced work ethic will be recognized by all stakeholders and rewarded by management.

3. ACTION PLANNING AND COLLABORATION

Without well-defined, attainable goals and a well-charted path to achieving our goals, we are rudderless ships in stormy seas. Lack of clarity as to the mission, weak planning and poor performance are prescriptions for failure.

Tasks/timelines

‣ **Weeks 1-2:**

・Identify your development needs, as those must serve your appropriate place on your team/job/business, and performance in achievement of your business and personal goals.

‣ **Weeks 3:**

・Create an all-inclusive, comprehensive action plan. SMART (Specific, Measurable, Achievable, Relevant, Time-Bound) rules the day!

- Identify and focus on specific tasks to be accomplished including "hard" timelines and measurements of logistics of every aspect of those tasks. Those tasks, while they should represent a reach for you, should be attainable with hard and "smart" work.

‣ **Weeks 4-12:**

・This is where the proverbial "rubber hits the road:" IMPLEMENTATION.

- Get the tools and identify the resources you need.
- Implement hardcore progress reporting tools.
- Have a "no excuses" weekly review of your progress.

--Enjoy good forward-move events. Words to the wise: nothing begets bigger successes than small ones.

-- ABSOLUTELY BUCKLE DOWN ON ALL TASKS THAT YOU FAILED TO COMPLETE 100%! Make up for those the following week, WITHOUT SUBSTITUING FOR ANY OTHER SCHEDULED TASKS. More hours and more proverbial elbow-grease.

AT THIS JUNCTURE, WEEKENDS AND HOLIDAYS ARE FOR OTHERS WHO ARE NOT AS FOCUSED AS YOU HAVE TO BE ON SUCCEEDING.

‣ **Weeks 12 …:**

・All processes defined herein-above must be ongoing. You are never done! Bears repeating these words to the wise: in today's world, if you stand still, you fall behind.

・Some of the processes we urge you adapt and pursue can be like the mighty task of losing weight for many people. It is a herculean task to lose weight. However, it is not child's-play to KEEP IT OFF!

You must "keep the weight off" as to all the great habits and processes you will work hard to perfect. As with weight-maintenance, those will require a well-thought-out maintenance program. Day in and day out. Week in and week out. Month after month. Until you make this a way of life! That is how you "spell" ongoing progress and success.

Expected Outcomes

‣ Clarity of purpose and path to goal achievement become a way of life.

‣ You will become the architect of your progress and success therefrom.
‣ All the work that you will have put into this process AND the benefits from that, **WILL JUST BE A SPRINGBOARD FOR FUTURE SUCCESS AND SATISFACTION, BOTH PROFESSIONAL AND IN LIFE. JUST FOCUS AND IMAGINE BEING TRULY ON THE WAY TO THAT WHILE JUST AT THE BEGINNING OF THAT IMMENSE JOURNEY!**

More next week…

TOP EXPERT TALKS AND INTERVIEWS OF THE WEEK

Links to these expert interviews and talks will be coming your way by email.

1. Stress Management with Michael Tobin OBE listen to that here.

2. Expert Talk: Communication Skills with Martin Brooks listen to that here.

3. The Rise of AI Agents: What's Next for Jobs? Manning and Schooler discuss this Thursday.
The link will be with you Thursday morning perhaps before.

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Thank you.

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