



Happy Tuesday!

This past week was a full one.

I returned from travel and immediately stepped into a workshop for one of my clients, CRSI, on the topic:

“You Are Either Connecting or Repelling – Which One Are You?”

That question always lands.

Because leadership is not neutral.

Every interaction either builds trust... or chips away at it.

On top of that, I had multiple conversations about executive presence coaching, executive coaching, and upcoming conference speaking opportunities.

Here’s the part that made me pause:

Every one of those opportunities came through a referral.

Not an ad.

Not cold outreach.

Not chasing.

A person told another person.

That's leadership in action.

Quick Reflection

One of the hardest parts of rest isn't taking it — it's returning from it.

We tend to come back and immediately try to:

- *make up for lost time*
- *reply to everything instantly*
- *say yes to every request*
- *sprint like we never paused*

And that is exactly how burnout sneaks back in, wearing a “productivity” hoodie.

*This year, my word is **discernment**, and discernment shows up loudest during re-entry:*

- *What actually needs my attention now?*
- *What can wait?*
- *What was never mine to carry in the first place?*

Leadership Insight: Influence Is Built Through Connection

Real influence isn't loud. It's consistent.

It's:

- *Showing up with integrity*
- *Doing what you say you'll do*
- *Leaving people better than you found them*

When you connect well, people remember.

When you repel, they remember that, too.

Connection creates momentum. Repelling creates silence.

The question isn't whether you're influencing.

*The question is: **how?***

The Bigger Lesson: Leadership Elevates Others

Referrals are about trust.

And trust is built when:

- *You recognize value in others*
- *You support publicly*
- *You share opportunities*
- *You celebrate people when they're not in the room*

Leadership isn't just about advancing yourself.

It's about creating lift for someone else.

Visual Reminder



Influence is earned.

Action Step for the Week

Two challenges for you:

1. Celebrate someone publicly.

Send the email. Post the shoutout. Make the introduction.

2. Ask yourself:

Whom do I know that could benefit from Paula's work?

(Yes, I said it. We're grown.)

If my newsletter, workshops, or coaching have added value to you — share it.
Introduce me. Forward this to someone who needs it.

And beyond me — who in your life deserves to be elevated this week?

Connection multiplies impact.

Community Reminder

This community continues to grow because you share, respond, and reflect.

I see it.

I appreciate it.

And it reminds me why this work matters.

Final Thought

You are either connecting or repelling.

In your tone.

In your posture.

In your leadership.

In your silence.

This week, be intentional.

Influence wisely.

Elevate boldly.

Support generously.

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With appreciation,

Paula R Jenkins

Founder, The Live By Example Speaker

"Everything Begins and Ends with Communication."



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