



Lift: A New Paradigm for Building Influential Leaders

Tom Miller

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How and why influence is gained and maintained has undergone a fundamental transformation.

Many contemporary thinkers have sensed a change in the air – a movement away from some of the deep seated leadership patterns established over the last several decades. Among these patterns, Miller illustrates the concept of influence: the underlying, foundational values of its traditional definition; how that definition has affected society; and how **a new definition with new values can produce positive change** for individuals, communities, businesses, and cultures.

The author shows that influence based on Position, Possessions, and Pedigree produces nothing more than the status quo, a static semblance of success, while influence based on Community, Character, and Choice lifts leadership to the level of productive, organic, and lasting change.

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