



Message from Region 3 Regional Forester, Harv Forsgren:

10 Ways to Be Influential

1. Decide to make a “big” difference and invest in what’s important. A shotgun approach seldom yields significant results. Laser focus on one or two *significant* things.
2. Be good *leaders* and good managers.
3. Link your agenda to the Agency’s or your unit’s priorities. Connect-the-dots for decision makers and “piggy-back” on initiatives going in the right direction.
4. If you need time with decision makers—ask for it!
5. Don’t be reluctant to ask for what you need and articulate it clearly.
6. It’s important to be concise. Link your message to the values and priorities of the decision maker to provide context.
7. If you bring problems forward then you need to bring alternative solutions forward too.
8. Don’t “triangulate.” Decision makers expect differences of views, but all players should be at the table if you need to elevate an issue.
9. Keep commitments and deliver results.
10. Share recognition for accomplishments.