

# HOW TO BUILD YOUR INFLUENCE ON THE EARTH

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(Ecclesiastes 7:11) (Ecclesiastes 9:13-16)

The influence you have locally, nationally or internationally should not be taken lightly. Your influence **MAGNIFIES** your value amongst the people who listen to you. Your influence is more **FRAGILE** than glass. Once it is shattered, it cannot be repaired. The purpose of having influence is to persuade people to walk in a particular direction.

Having this ability should not be taken for granted. Your influence is the **SECRET INGREDIENT** to changing people's lives. Your knowledge will not change a person's life by itself. Your Wisdom will not change a person's life by itself. Your experience will not change a person's life by itself. Your **INFLUENCE** causes people to follow your knowledge, wisdom and experience.

PEOPLE LISTEN TO YOUR INFLUENCE!

PEOPLE ARE INFLUENCED BY WHAT  
THEY SEE

(Ecclesiastes 7:11)

The things people are able to **SEE** from you will determine how your influence will grow with them. People become astonished when they are able to see a person do what they say. **INTEGRITY** is one of the most attractive qualities a person can carry. It is the quality people admire and draw to.

The attribute of integrity allows you to **SEE** the character of an individual. Integrity tells a person that you believe what you say. When people **SEE** your belief become a reality, they will become **INFLUENCED**. Ecclesiastes 7:11 says, "Wisdom is **BETTER** when it comes **WITH** money?" Wisdom is what you **HEAR**. Money is what you **SEE**.

When people hear the wisdom of God and see what it produces they become influenced.

When a person preaches about the Wisdom of God yet, live in poverty, their words will **NOT** carry any influence. Their words are not reflective of their actions. **IN ORDER TO INCREASE YOUR INFLUENCE, YOUR WORDS AND ACTIONS MUST ALIGN WITH ONE ANOTHER.**

## A POOR MAN'S WISDOM

Ecclesiastes 9:13-16

In this scripture we are able to see a picture of a wise man who happens to be poor. This wise man lived in a small town that was being attacked by a great king. The Bible says that this man used his wisdom to save his town but everyone who lived in the town **EVENTUALLY** forgot about him and **STOPPED** listening to him. After the man saved this town with his wisdom, why do you think the people stopped listening to him?

The problem wasn't with his wisdom. It was with his **CONDITION**. The people stopped listening to him because what he was saying and what he was doing conflicted with one another. Think about it.

How can a person be very wise and poor at the **SAME** time? When people do not follow what they know their condition will misrepresent their mentality. When a person's words **CONTRADICTS** their actions, they have not applied the counsel they are sharing with others.

### THINK ABOUT IT...

- Would you receive health advice from an obese person? No.
- Would you take financial advice from a poor man? No.
- Would you receive entrepreneurial advice from an employee? No.

- Would you receive spiritual advice from an atheist? No.

When an individual **FAILS** to live up to their beliefs, they will damage their influence with that person. Your influence is important. It needs to be protected. It needs to be valued. Once you **LOSE** your influence, you **CANNOT** get it back to where it once was.

Regardless of what people tell you, the Bible **NEVER** lies. Matthew 5:13 says, *"You are the salt of the earth. But if the salt loses its salty taste, it **CANNOT** be made salty again. It is good for nothing, except to be thrown out and walked on."*

WHEN A PERSON LOSES THEIR INFLUENCE THEY  
LOSE THEIR ABILITY TO MAKE A DIFFERENCE IN  
PEOPLE'S LIVES.

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