

The Pathway to Positive Influence

*Discover a New Way to Help Guide
Those You Care About Most*

by David A. Esposito



Harvest Time
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DEDICATION

This book is dedicated to my mom, Mabel Leslie (Ballentyne) Esposito. She modeled the Pathway to Positive Influence her entire life...and continues to do so. Her positive influence has impacted countless numbers of people over the years. Thank you, Mom, for setting a wonderful example to follow.

CONTENTS

Acknowledgments	ix
Introduction	1
Before We Begin: Intent	5
Step One: Open a door to THEIR STORY	13
• Listen	
• Empathize	
Step Two: Establish a genuine CONNECTION	25
• Share Experiences	
• Share Learnings	
Step Three: Discover new ways to SACRIFICE	39
• Serve	
• Give	
• Grace	
Moving Forward	57
• Now, It's Your Turn	
• A Worthy Message to Deliver	
• Resources to Help	

ACKNOWLEDGMENTS

I want to thank my wife Tracy and our four children, Stephanie, Samantha, David, and Jonathan. You have demonstrated some incredible patience as I have tried my hand at influence in a number of unproductive ways over the years. Your very loving and firm direct feedback has helped develop this Pathway to Positive Influence. 😊

I also want to thank Michael Piperno. Your ongoing support with my writing continues to give me the encouragement to take my turn venturing into the unknown.

INTRODUCTION

We all play a role in influencing those around us.

Whether we believe it or deny it, the truth remains that we have an influence on others. Our influence may have a positive or negative impact, or it may be simply dismissed through apathy or pre-judgment by the receiver.

Even when we leave this life, our influence remains in the thoughts and memories of those who knew us. Our legacy is the eternal impact of our influence during this life.

This book is intended to help those who desire to have a more positive influence on those they care about most at home, work, and in the community.

In today's world, often it is the *Loud and Proud* who seem to garner the most attention and drive the most influence. We are taught at a young age to speak up and

DAVID A. ESPOSITO

share our point of view, broadcast our skills and accomplishments, and make sure our presence is felt. As adults, we read books on how to effectively present ourselves, outline our rationale, and effectively debate points of view to try and influence others. These loud and proud techniques have expanded their dominance as society moves through a fundamental shift in routine communications now primarily delivered electronically via social media.

The loud and proud methodology could not be less effective when you are trying to have a lasting, positive impact on others. *The Pathway to Positive Influence* will shine a light on the most effective way to have a positive influence on those we care about most.

The steps along the pathway are simple, yet difficult to do in the real world.

Most of us have been conditioned to feel that the loud and proud methodology is the best way to influence others. We speak first and tell people about our accomplishments and how experienced we are in order to “sell” them on listening to our point of view and embracing our thinking.

The Pathway to Positive Influence outlines steps that go against the hard-wiring of our environment. It places an initial emphasis on opening a door to the story of those we care to influence. It starts with them, not with us.

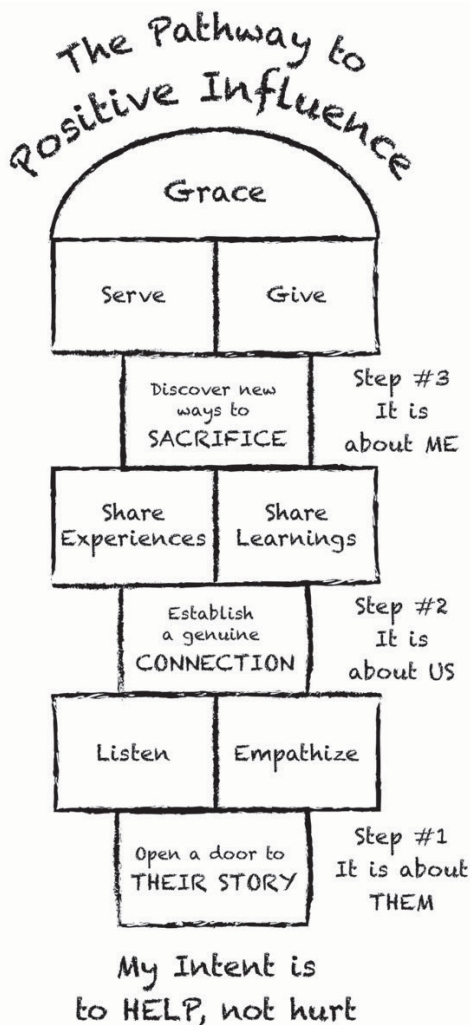
THE PATHWAY TO POSITIVE INFLUENCE

The outcome of staying engaged on the Pathway to Positive Influence will be seen in the lives of those we influence who will do more than they would ever have been able to do on their own. We will enable those we care about most to raise their own standards and reach their full potential. The Pathway to Positive Influence provides the steps to inspire others to make “our world” better in the home, workplace, and community.

At the end of our journey, we will not be reviewing our accomplishments or submitting our financial results. We will be staring into the eyes of those we influenced most.

At the end of our journey, we will not be reviewing our accomplishments or submitting our financial results. We will be staring into the eyes of those we influenced most. It is my hope that this new pathway helps you have a more positive influence on those you care about most and when you reach the end of your journey, you will have countless people standing around to say how grateful they are for your positive influence on them.

I hope you enjoy learning about this new pathway.



The Pathway to Positive Influence will be detailed in the subsequent chapters.

In addition, free copies of the pathway can be downloaded at harvesttimepartners.com

THE PATHWAY TO POSITIVE INFLUENCE

Resources to Help

Let's face it, relationships are not easy. Especially the relationships we care about most at home, work, and in our community.

I wrote this book with the intent to help you have a positive influence on those you care about most to help them reach their full potential. I hope you found some relevant and insightful information to help you in your journey.

Please visit our website at harvesttimepartners.com as we have some additional resources to help.

Also, please feel free to contact me anytime. I would welcome the chance to connect and get to know each other better.

Mobile phone: 269-370-9275

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I wish you all the best in reaching your full potential and having a positive influence on those you care about most.



David Esposito

ADDITIONAL RESOURCES FROM HARVEST TIME PARTNERS

Reality: We all struggle to have difficult conversations around the important things in life with those we care about most.

Face to Face

A unique set of resources to support families, educators, and counselors in opening a door to more effective communication about real-world, difficult issues and encouraging face-to-face discussion to improve decision-making and relationships. Available for various ages.



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Abundant Harvest for Kids and Abundant Harvest for Teens & Adults

A patented, award-winning board game to support effective communication, reinforce principle-based decision making, and the Law of the Harvest. Simply, you reap what you sow.



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The Principles of Our World Children's Book Series

It is never too early in the development of a child to start talking about the importance of principles like compassion, honesty, courage, and teamwork. *The Principles of Our World* books provide parents and teachers with the opportunity to teach children how **The Principles** can help them in a variety of situations they will experience in life.



For more information and to order these resources, go to www.harvesttimepartners.com

ABOUT THE AUTHOR

David is a combat veteran, business executive, husband, father, and creator of character-building resources that help individuals and families reach their full potential in an uncertain world.

After launching his business career as a sales representative, David quickly rose through the ranks of corporate America, advancing to the position of president and chief executive officer of several innovative healthcare companies that have made significant contributions in areas such as the early detection of cancer and allergic disease. David continues to be active in the healthcare marketplace as a strategic advisor to leadership teams building companies to lead the next wave of innovation in healthcare.

David's character and leadership skills were cultivated at West Point and through leadership assignments in

DAVID A. ESPOSITO

the US Army Infantry. As a young infantry officer, David led a rifle platoon of 38 men with the 101st Airborne Division through several combat operations in the Gulf War. He was recognized with a Bronze Star for combat operations in February 1991.

David develops programs and resources designed to strengthen the character of individuals and build and sustain healthy relationships. This includes Character Creates Opportunity[®], an initiative that was specifically designed to improve the character development of children, adolescents, and adults. David's patented, award-winning conversation game, Abundant Harvest[®], is played by families, schools, counseling programs, and faith-based organizations worldwide as it opens a door to more productive dialogue and encourages decision making based on principles such as honesty, loyalty, and commitment. Reinforcing the Law of the Harvest, the game's primary lesson is the age-old adage that you will always reap what you sow. David also have created a conversation card game called Face to Face[®] that helps to foster effective conversations on real-world issues and to develop the critical life skill of face-to-face communication in a world that is rapidly changing how people connect.

David holds an MBA from Syracuse University and a bachelor's degree in civil engineering from West Point. He has appeared on CBS, NPR, and PBS and has been featured by many other news outlets.

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David is available to provide support to business leaders, individuals, and organizations on a variety of topics, encompassing personal and executive development, leadership training, and building a strong marriage and family.

For more information on David and Harvest Time Partners, Inc., please visit harvesttimepartners.com

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