

## Affectus' Leadership Leverage

This checklist will help with thinking through how to maximise your ability employ leverage to affect.

### Step 1 Initial Effort

Work out what it is you are wanting to shift. What do you want to change? We could call this a “change plank”. Then you need to consider how to use the plank to get others to move.

### Step 2 Clarity about Effort

Get clarity about your affect. Talk it out. Test your thinking. Hone it to a refined concept.

### Step 3 Personal Effort

Understand the personal effort you will need to put in to create the change. What time is required? What skills are needed? What is the necessary knowledge?

### Step 4 Group Effort

Relook at the effort and consider how to increase that effort by bringing other people in. People who understand the change that you are hoping for.

### Step 5 Build the Fulcrum

The fulcrum is the pivot point on which the seesaw sits (a simple lever). I like to imagine the fulcrum as all the additional people who will understand the change needed as we share the need. We must consider who might these people be and where are they. Then we can share the idea and bring them together.

### Step 6 Position the Fulcrum

I see the people who we share the change with as a coordinated collection putting their combined hands under the “change plank” at just the right pivot point – close to me or a distance away.

### Step 7 Applied and Multiplied Effort

And then our team (from Step 4) begin to put downward pressure on the plank and the opposite end of the change plank is raised to a new height.