

Keys to Understanding People

Knowing what people need and want is the key to understanding them. And if you can understand them, you can influence them and impact their lives in a positive way.

Writing on this subject, John C. Maxwell, author and internationally known expert on leadership development, said, “If we were to boil down all the things we know about understanding people and narrow them down to a short list, we would identify five things:

1. ***Everybody wants to be somebody.*** There isn't a person in the world who doesn't have the desire to be someone, to have significance.
2. ***Nobody cares how much you know until they know how much you care*** (a quote attributed to President Theodore Roosevelt). To be an influencer, you have to love people before you try to lead them.
3. ***Everybody needs somebody.*** Contrary to popular belief, there are no such things as self-made men and women. Everybody needs friendship, encouragement and help.
4. ***Everybody can be somebody when somebody understands and believes in them.*** Once you understand people and believe in them, they really can become somebody.
5. ***Anybody who helps somebody influences a lot of bodies.*** What you give to one person overflows into the lives of all the people that person impacts. The nature of influence is to multiply.”

Maxwell's conclusions are right on point.

As you begin your work today in Life Care and Century Park, try to let everybody you encounter know that you believe they are somebody.

– Beecher Hunter