Not all men are fathers, but all men have **INFLUENCE**.

*It is easier to build strong children than to repair broken men.* –Frederick Douglass

Influence is only **INVITED**, never **IMPOSED**.

**QUESTION:** What does it take to be invited?

The next day Moses took his seat to serve as judge for the people, and they stood around him from morning till evening. When his father-in-law saw all that Moses was doing for the people, he said, "What is this you are doing for the people? Why do you alone sit as judge, while all these people stand around you from morning till evening?"

(Exodus 18:13-14)

**UNDERSTANDING:** Ask **CLARIFYING** questions.

Moses answered him, "Because the people come to me to seek God's will. Whenever they have a dispute, it is brought to me, and I decide between the parties and inform them of God's decrees and laws." Moses' father-in-law replied, "What you are doing is not good. You and these people who come to you will only wear yourselves out. **The work is too heavy for you; you cannot handle it alone.** Listen now to me and I will give you some advice, and may God be with you." (Exodus 18:15-19)

**GENEROSITY:** I want something **FOR** you, not something **FROM** you.

**HONESTY:** Practice **GRACIOUS** candor.

*Listen now to me and I will give you some advice, and may God be with you...*

(Exodus 18:19)

**INVESTMENT:** Move from an **OBSERVER** to an **OWNER**.
You must be the people's representative before God and bring their disputes to him. Teach them the decrees and laws, and show them the way to live and the duties they are to perform. But select capable men from all the people — men who fear God, trustworthy men who hate dishonest gain — and appoint them as officials over thousands, hundreds, fifties and tens. Have them serve as judges for the people at all times, but have them bring every difficult case to you; the simple cases they can decide themselves. That will make your load lighter, because they will share it with you. If you do this and God so commands, you will be able to stand the strain, and all these people will go home satisfied." (Exodus 18:19-23)

QUESTION: What does it take to invite influence?

Moses listened to his father-in-law and did everything he said. He chose capable men from all Israel and made them leaders of the people, officials over thousands, hundreds, fifties and tens. They served as judges for the people at all times. The difficult cases they brought to Moses, but the simple ones they decided themselves. Then Moses sent his father-in-law on his way, and Jethro returned to his own country. (Exodus 18:24-27)

HUMILITY: CELEBRATE wise counsel.

Leadership isn’t making decisions on your own; it’s owning decisions that you make.
–Andy Stanley

COURAGE: Love what’s RIGHT more than your REPUTATION.