

PEPPER TIME 19: The I.N.F.L.U.E.N.C.E. METHOD

Timing: 5–15 minutes per conversation or reflection. Best when you feel the urge to push someone to change.

What you'll need: Yourself, curiosity, and patience. Optional: Your journal to track patterns.

What it's about: Influence is presence—combining empathy, curiosity, creativity, action, and clarity—creating space where others want to change while you keep your peace.

How to do it: follow I.N.F.L.U.E.N.C.E.

- I – Inquire (Empathize & Explore). Ask. Open-ended questions are about uncovering the fuller truth and meeting the other person's need:
“How do you feel about this?”
“What's working for you right now?”
“Have you thought about what you'd want to do about it?”
- N – Notice (Activate presence). Ground yourself before reacting. Breathe, soften shoulders, check: Am I in Judge or Power Brain? One calm presence can shift the whole exchange.
- F – Frame (Navigate). Set the bigger picture. Why does this matter—for you, for them, for the relationship? Name it in one sentence.
- L – Let go. People only change when they want to. Release pressure. Think seed-planting: water, don't force.
- U – Uplift small steps. Acknowledge even tiny progress. Encouragement fuels momentum.
- E – Evaluate deal-breakers. If nothing shifts after months, ask: Could I accept this forever? If not, the choice is yours.
- N – Neutralize loops. Stop rehashing the same complaints. If you choose to stay, accept them fully. Resentment kills connection faster than flaws.
- C – Check compatibility. Sometimes it's not habits but values. If you can't imagine peace long-term, it may be a life decision, not an influence problem.
- E – Embody change (Innovate). Model it. Eat the healthy meal, put down the phone, live the presence. Behavior is contagious.

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What to expect: At first, your Judge screams: “It’s unfair— they should change!” With practice, you’ll feel lighter, free of the impossible job of controlling someone else. Over time, people often shift—not because you pushed, but because you lived it.

Bottom line: The only behavior you can fully control is your own. But with the I.N.F.L.U.E.N.C.E. method, you stop pressuring and start inspiring. That’s how real change begins.
